

Pharm

ISSUED EVERY WEDNESDAY

DRUG & CHEMICAL MARKETS

SUBSCRIPTION:—U. S. CUBA & MEXICO \$4.00 CANADA \$4.50 FOREIGN \$5.00 A YEAR IN ADVANCE

Entered as second-class matter Dec. 7, 1914, at New York Postoffice

DRUG & CHEMICAL MARKETS, INC., PUBLISHERS

No. 3 Park Place, New York, U. S. A.

VOL. VII

NEW YORK, DECEMBER 1, 1920

No. 22

Methyl Anthranilate

Our Own Manufacture

W. J. BUSH & CO., Inc.

100 William Street New York, N. Y.

BATTELLE & RENWICK

Double Refined

Saltpetre

and

Nitrate of Soda

80 Maiden Lane

New York

Phone John 103

Founded 1848

Cable Battwick

CREOSOTE, Pure and Carbonate
GUAIACOL, Pure and Carbonate

INQUIRIES SOLICITED

Mallinckrodt
Chemical Works

St. Louis —— Montreal —— New York

MERCK & CO. Chemicals

St. Louis

NEW YORK

Montreal

Works at Rahway, N. J.

Cable Address:

"Graylime, N. Y."

Established 1680

Telephone Call:

John 4500

WM. S. GRAY & CO.

80 Maiden Lane, New York

Manufacturers' Agents

Formaldehyde

Refined Chemicals
For Scientific Purposes

Your Inquiry will receive prompt
attention

U. S. INDUSTRIAL CHEMICAL CO.

27 William St., N. Y.

Broad 7330



Monsanto Chemical Works
SAINT LOUIS, U.S.A.



Manufacturers of

ACETANILID ACETPHENETIDIN (Phenacetin) ASPIRIN (Acetyl Salicylic Acid) CAFFEINE
CHLORAL HYDRATE COUMARIN GLYCEROPHOSPHATES (Calcium, Potassium, Sodium, Etc.)
PHENOL, U. S. P. PHENOLPHTHALEIN SACCHARIN SALICYLIC ACID
SALICYLATE OF SODA SALOL VANILLIN

CHLORAMINE-T CHLORCOSANE DI-CHLORAMINE-T HALAZONE

ACETANILID, TECHNICAL SALICYLIC ACID, TECHNICAL PARANITROPHENOL
PHTHALIC ANHYDRIDE ANTHRANILIC ACID, Technical and Refined
PARANITROCHLORBENZOL AND OTHER INTERMEDIATES

WORKS:

St. Louis, Mo.
East St. Louis, Ill.
Ruabon, N. Wales

BRANCH OFFICES:

LONDON, E. C. 2 NEW YORK CHICAGO
62 London Wall 12 Platt Street 209 N. LaSalle St.

Main Offices:
ST. LOUIS, MO.



EDWARD P. MEEKER, Agent

125 East 46th St., New York City

Bonnell Samplers Phone Vanderbilt 9970



Specifications
under this
brand—



obtain a
guaranteed
product

Magnesium Oxide 90%
Caustic Soda 76-78%
Carbon Tetrachloride 99.7%
Carbon Bisulphide 99.5%
Sulphur Chloride Yellow or Red

FOR PROMPT SHIPMENT
 75 OTHER PRODUCTS

THE DOW CHEMICAL COMPANY

90 WEST STREET
 NEW YORK CITY

:-:

MIDLAND
 MICHIGAN

WE NOW OFFER:

CHEMCO FAST ACID BLUE R

Dyes perfectly level with SULPHURIC ACID
 and is of special interest for the production of

BRIGHT BLUE SHADES

Can also be used by the CHROMATE METHOD
 and on CHROME MORDANT

THE CHEMICAL COMPANY OF AMERICA, Inc.

Works: Springfield, New Jersey

Main Office:
 46 Murray St., New York City

New England Office:
 8 Union St., Providence, R. I.

Essential Oils---"Chiris"

Of our own Distillation and Importation

Cubeb

Cloves Zanzibar, U.S.P.

Cedar Leaf

Limes

Mustard Artificial

Pennyroyal French

Parsley

Sweet Birch (True)

Synthetic Aromatic Chemicals

Products of our American Works

Acetophenone

Bromstyrol

Cinnamyl Alcohol

Phenyl Acetic Acid

Benzyl Benzoate

Linalyl Acetate

Novotone

Terpineol

PARIS
BAUS ROUX
BOUFARIK
GRASSE
CANNES



LONDON
REGGIO
MESSINA
CAYENNE
HAIPHONG
CHAPA-LAO-KAI

ANTOINE CHIRIS COMPANY

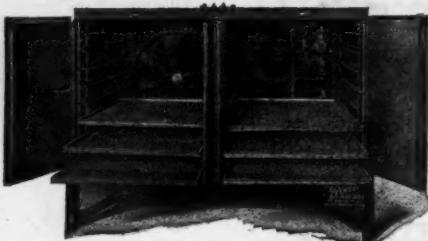
ESTABLISHED IN GRASSE, FRANCE,
1768

18-20 PLATT STREET

NEW YORK

American Works, Delawanna, N. J.

**A PROCTOR DRYER
CUT THE DRYING
TIME FROM 240 TO
36 HOURS**



The Standard "Proctor" Chemical Dryer (Cabinet Tray Type) for Chemicals and Similar Materials

WHEN dried in an old fashioned dry room, a large number of chemicals and colors require many days to become thoroughly dry. In some instances, colors are not turned out satisfactorily in less than two weeks. The ordinary dry room process is fundamentally a slow one. It is also uncertain, being dependent upon weather conditions. Temperature and humidity cannot be controlled properly, and circulation is lacking.

In one chemical plant, it was necessary to keep certain dry colors in the dry room as long as 240 hours. A large amount of floor space was occupied. The drying process held up the entire plant, furthermore it was exceedingly expensive.

When, however, a Proctor Chemical Dryer was installed, everything was changed. In fact, the drying process was revolutionized. Where ten days were formerly required, the Proctor Dryer now handles the colors in 36 hours, and occupies only one-tenth as much floor space. As a result, the whole plant is speeded up. Spoilage due to non-uniform drying, baking, etc., is entirely avoided.

The Proctor Dryer, in a given time, and for a definite floor area, dries uniformly and thoroughly the maximum amount of material—colors, dyes, chemicals, pharmaceuticals, colors for printers' inks, etc. It handles the product economically and satisfactorily. You should investigate this machine today. Our Engineering Department will gladly cooperate with you.

PROCTOR AND SCHWARTZ, INC.

Formerly Phila. Textile Mach. Co.

PHILADELPHIA, PA.

**"Proctor"
DRYERS**

200

HARD RUBBER



THE physical composition of Hard Rubber determines the relative importance of its many characteristics. Therefore expert knowledge of compounding Hard Rubber with an intelligent understanding of the uses to which it is to be put, is quite essential.

That expert technical knowledge is applied by us to the making of Hard Rubber chemical conveyance equipment. It is only necessary that we know the nature of your problem and our chemists then determine what is the best compound. If Hard Rubber cannot provide a safe contact, our report will quickly show you that fact. Such reports form a regular part of our service to the Chemical Industry.

A growing appreciation of the value of Hard Rubber Pumps, Pipe, Fittings, Tanks and Utensils is indicated by the fast developing demands upon our production facilities.

In Hard Rubber, the most chemically inactive hard material known, from which such equipment can be made, you may discover the simplest, safest and by far the most economical answer to what might otherwise prove a most annoying contact problem.

Besides our regular standard Hard Rubber equipment, we are prepared to manufacture any special article to conform to your particular needs.

Write for sample piece to try in your own solutions. Bulletins on our regular equipment sent free on request.



CHEMICAL EQUIPMENT
DIVISION

American Hard Rubber Co.
11 Mercer St., New York



The world's standard for Zinc products

ZINC DUST

The New Jersey Zinc Company has contributed notably to the development of dye-making in this country, for it has produced two brands of Zinc Dust that possess all the requisite qualities for the most satisfactory liberation of nascent hydrogen.

Both our Standard (or fumed) and Atomized brands are the highest grade combinations of fineness and zinc metallic content manufactured.

There's a reason for this, of course, namely seventy years' experience in developing our mines and plants and in adapting zinc to various industrial needs.

THE NEW JERSEY ZINC COMPANY

160 Front Street, New York

ESTABLISHED 1848

CHICAGO: Mineral Point Zinc Company, 1111 Marquette Building

PITTSBURGH: The New Jersey Zinc Co. (of Pa.) 1439 Oliver Building

OF BIG BUSINESS

determination to sell these quantities, the War Department, as explained above, will consider any proposal made, but will make awards and conclude negotiations with those persons making the most advantageous offer to the Government.

Government specifications call for the highest quality in raw materials and finished products. The drugs and medicinal chemicals offered by the War Department in this sale conform to the highest standards of the War Department and are available at a time when manufacturers and consumers are demanding lower prices.

Progressive merchants are constantly availing themselves of the economies offered in these War Department Sales. Quick action is advised to obtain those items desired, as all are offered subject to prior sale.

Send in your bids NOW. Bids may be submitted up to 10 A. M. Eastern Standard Time, January 3, 1921.

BRANCH

General, War Department WASHINGTON, D. C.

Lot No. 48. **OLEUM RICINI (CASTOR OIL)—3742 quarts**
Located at Washington, D. C.
Mr.—Madison Trading Co.
Packed—1 qt. bottles—12 bottles to case.
2-qt. cans—24 cans to case.
3-pt. tins—30 tins to case.
Note: Oleum Ricini also stored at Brooklyn, N. Y.; Philadelphia, Pa.; Chicago, Ill.; Newport News, Va.; and San Antonio, Tex.

Lot No. 49. **OLEUM TIGLII (CROTON OIL)—500 bottles (1 oz. in bottle)**
Located at Brooklyn, N. Y.
Mr.—Dodge, Olcott & Co.
Packed—240 fl.-oz. bottles in case.
Note: Oleum Tigilli stored also at Chicago, Ill.; and Philadelphia, Pa.

Lot No. 54. **PLUMBI ACETAS—18,500 bottles (1 lb. in tin—10,050 tins)**
Located at Philadelphia, Pa.
Mr.—E. R. Squibb & Sons Co.
Packed—100 in case.

Lot No. 59. **SCOPOLAMINE HYDROBROMIDUM—27,162 tubes (mgm. hypo tabs 20 in tube)**
Located at Philadelphia, Pa.
Mr.—Fraser Tablet Co.
Packed—5 cases, 5,000 tubes each.
1 case, 2,162 tubes.

Note: Scopolamine Hydrobromidum stored also at Brooklyn, N. Y.; and St. Louis, Mo.

Lot No. 60. **STRYCHINAE SULPHAS—139,995 tubes (1 mgm. hypo tabs, 20 in tube)**
Located at Federal Street Warehouse, Chicago, Ill.
Mr.—Ely Lilly Co.
Packed—1 case, 4,995 tubes.
27 cases, 5,000 tabs.

Note: Strychnine Sulphas stored also at St. Louis, Mo.

Lot No. 65. **SULPHUR LOTOM—25,699 lbs. (1 lb. to carton)**
Located at Philadelphia, Pa.
Mr.—Nassau Sulphur Works, New York City.
Packed—100 cartons to case.
Note: Sulphur Lotom stored also at Washington, D. C.; Brooklyn, N. Y.; and Chicago, Ill.

Lot No. 68. **UNGENTUM HYDRARGYRI CHLORIDI MITIS—4,400 jars (½ lb. to jar)**
Located at Brooklyn, N. Y.
Mr.—E. R. Squibb & Sons Co.
Packed—100 ½-lb. jars to case.

Depot Quartermaster at the following addresses:

ATLANTA:
Transportation Bldg.,
Atlanta, Ga.

SAN FRANCISCO:
Fort Mason,
San Francisco, Calif.

SAN ANTONIO:
San Antonio,
Tex



When bidding, remember that buying groups may be formed to acquire such items that have a larger minimum selling unit than an individual purchaser would have use for.

Qts. Liquor Cresolis Compositum.
Bottles Liquor Hydrogeni Dioxide.
Bottles Magnesii Carbonas Pulvis.
Magnesii Sulphas.
Methylis Salicylas.
Bottles Oleum Auranti Corticis.
Bottles Oleum Caryophylli.
Bottles Oleum Chenopodii Capsules.
Oleum Gossypii Seminis.
Bottles Oleum Menthas Piperata.
Qts. Oleum Ricini (Castor Oil).
Bottles Oleum Tigilli.
Bottles Phenol (Carbolic Acid).
Bottles Peptonizing Tablets.
Bottles Pilulas Alolli Compositae Tablets.
Bottles Pilulas Catharticae Compound.
Bottles Plumbi Acetas.
Tins Plumbi Acetas.
Bottles Potassi Hydroxidum.
Bottles Potassi Iodidum.
Bottles Protargol or Equivalent.
Tubes Quinine Hydrochlorosulphas.
Tubes Quinine Dihydrochlorosulphidum.
Tubes Quinine Hydrochlorosulphae.
Bottles Sulphas Crystals, U.S.P.
Jars Sapo Mollis.
Tubes Scopolamine Hydrobromidum.
Bottles Strychninae Sulphas.
Bottles Trochiae, Ammonii Chloridi.
Bottles Quinine Sulphas Crystals.
Lbs. Sodii Borei Pulvis.
Bottles Sodii Carbonas Monohydratus.
Tins Sodii Phosphas Exsiccatus Pulvis.
Bottles Spiritus Ammonii Aromaticus.
Lbs. Sulphur Lotus.
Tubes Strychninae Sulphas Hypo Tablets.
Tubes Strophantidium.
Jars Unguentum Hydrargyri Chloridi Mitis.
Tubes Unguentum Hydrargyri Oxide Flabi.
Tins Unguentum Hydrargyri, 10% Mercury.
Bottles Zinci Oxidum.
Cartons Zinci Sulphas.





"COAL TO DYESTUFF"

NEWPORT —COLORS—

VAT DYES

- Newport Anthrene**
Dark Blue B O Paste
- Newport Anthrene**
Brown B B Paste
- Newport Anthrene**
Green B Paste
- Newport Anthrene**
Blue G C D Paste
- Newport Anthrene**
Black Paste

These are all now available as pastes and correspond in other respects to Indanthrene colors of the same designation.

Others which will be ready in the next few weeks are:

- Newport Anthrene Yellow G Paste**
- Newport Anthrene Blue G C Paste**
- Newport Anthrene Blue R S Paste**

When you see our slogan, remember what it means:

"COAL TO DYESTUFF"—NEWPORT ALL THE WAY

Newport Chemical Works, Inc.
Delaware Corporation

Passaic, New Jersey

BRANCH SALES OFFICES

Boston, Mass.

Philadelphia, Pa.

Providence, R. I.

Chicago, Ill.

Greensboro, N. C.

SEMET-SOLVAY CO.

Manufactures and Sells

Prime Yellow Prussiate of Soda

Electrolytic Caustic Potash

53-57%—70-75% Solid and Liquid

Salicylic Acid

Technical and U. S. P.

Benzaldehyde

U. S. P., Technical, F. F. C.

Benzyl Chloride

Commercial 75% Calcium Chloride

Solid and Granulated

Anhydrous Calcium Chloride

Protective Paints for Iron and Steel

Etc., Etc.

SYRACUSE, N. Y.

522 Fifth Avenue
NEW YORK CITY
Tel. Murray Hill 2401

332 So. Michigan Ave.
CHICAGO, ILL.
Tel. Harrison 3580

77 Summer Street, BOSTON, MASS.
Tel. Fort Hill 4998



- Acetate Soda**
- Nitrate Strontia**
- Oxalic Acid Imported**
- Red Prussiate Potash**
- Caustic Potash 88/92%**
- Red Arsenic "Hoboken Brand"**
- Caustic Soda Fused and Granular**
- Naphthalene Refined Flakes and Balls**
- Permanganate Potash U.S.P. and Tech.**
- Sal Ammonia Gran. White and Rough Gray**

THE
ROESSLER & HASSSLACHER
CHEMICAL CO.

709-717 Sixth Ave., Cor. 41st St.

NEW YORK

Indigo Indigotine Indigo Extract

Methyl Violet
Methyl Violet Base
Methyl Violet Powder

Fuchsine Crystals
Fuchsine Powder
Roseaniline Base
Magenta Base

ALKALI BLUE

Paraphenylenediamine
and a complete assortment of other fur colors

Tower Manufacturing
Company, Inc.

Dyestuffs Department
85-105 Doremus Avenue Newark, N. J.

Nos. 215-229 Russell Street
Brooklyn New York

New York Sales Office
No. 326 Broadway, New York

SOLVAY ALKALI

SODA ASH 99% Na_2CO_3
Light and Dense

CAUSTIC SODA 97% Na OH
Solid, Ground and Flake

PURE BICARBONATE

CLEANSING SODAS

CALCIUM CHLORIDE
Solid and Ground

CROWN FILLER
for Paper Manufacture

MANUFACTURED BY

The
Solvay Process Co.

Factories:

SYRACUSE, N. Y.
DETROIT, MICH. HUTCHINSON, KAN.

SELLING AGENTS:

WING & EVANS, Inc.

22 WILLIAM ST., NEW YORK
89 STATE ST., BOSTON
625 BOOK BUILDING, DETROIT



*A guarantee
of Service*

*As well as
Quality*

Refined Coal Tar Products

The meaning of BARRETT STANDARD as applied to QUALITY is indicated by partial specifications as follows:

Pure Benzol: 100% must distill within a maximum range of 2° C., this range to include the true boiling point of Benzol. Color shall not be darker than No. 4.

Pure Toluol: 100% must distill within a maximum range of 2° C., this range to include the true boiling point of Toluol. Color shall not be darker than No. 4.

Xylool: 100% must distill between 137° C. and 142° C., and color shall not be darker than No. 6.

Naphthalene: To be classed as Refined Naphthalene, this product must be white in color with a melting point not below 79° C. A minimum melting point of 79.4° C. is our working standard when the Naphthalene is to be used for chemical purposes.

Phenol: Should in all cases meet the requirements of the United States Pharmacopoeia. Natural Phenol with a higher melting point (40° C.) can be furnished where special quality is required.

Ortho Cresol: Melting point of 29° C. guaranteed.

NOTE: Numbers above mentioned in connection with product colors represent shades as checked by the Barrett Standard wash test method.

The **Barrett** Company
Chemical Department

17 Battery Place

B

New York, N. Y.

ISSUED EVERY WEDNESDAY

DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

VOL. VII

NEW YORK, DECEMBER 1, 1920

No. 22

Entered as second-class matter, Dec. 7, 1914, at the post office at New York, N. Y., under the Act of March 3, 1879.

PUBLISHED EVERY WEDNESDAY BY

DRUG & CHEMICAL MARKETS INC.

N. W. HAYNES, President

IRA P. MacNAIR, Secretary

F. F. BURGIN, Treasurer

Publication Office

3 PARK PLACE, NEW YORK, U. S. A.

Telephone 7646 Barclay

Cable Chemmarket

SUBSCRIPTION RATES

United States, Cuba and Mexico.....\$4.00 a year
Canada \$4.50 and Foreign \$5.00 a year

Current Copies, 10 cents Back Copies, 25 cents

ALL SUBSCRIPTIONS PAYABLE IN ADVANCE



A BINDER
FOR THIS JOURNAL

Save Your Copies

Price \$1.00 net Cash, postpaid

Table of Contents

EDITORIALS—

Prices Suggested, Not Fixed 1163
Confusion In Tariff Terms 1163
Whose Foot? 1164
Cartoon—Capital and Labor 1164

FEATURE TRADE ARTICLE—

Mid-West Market Conditions. What the Consuming, Industrial Interests Think of the Chemical and Drug Situation. By a Staff Correspondent 1165

TRADE NEWS—

Importation of Ichthyol Prohibited 1166
Terms of Sale In Chemical, Dye and Drug Industries In America 1167
Reply of Colgate & Co. to Price-Fixing Charge of Federal Trade Commission 1168
American Glue Co.'s Agreement with German Syndicate 1169
Move to Delay Arnold, Hoffman & Co.'s Suit 1169
Importers of Lignum Extract Upheld by Customs Appeals Court 1175
Marseilles Vegetable Oil Prices 1177
Speculation in Oil of Orange 1181

MARKET REPORTS—

Heavy Chemicals 1170-1171
Fine Chemicals 1172-1173
Intermediates and Dyes 1174-1175
The Oil Markets 1176-1177
Crude Drugs 1178-1179
Essential Oils 1180-1181
Foreign Markets 1182-1183

PRICES CURRENT 1184

IMPORTS 1198

PRICES SUGGESTED, NOT FIXED

When Blondin crossed over Niagara Falls on a tightrope, he kept his balance by keeping his eye on the rope. In the answer filed by Colgate & Co. to the charge of price-fixing made by the Federal Trade Commission, the respondent performs a balancing feat that rivals Blondin's act, but the company is evidently keeping an eye on the law to avoid any misstep. The trade is watching the progress made on the legal tightrope with great interest. The company admits that it has "indicated" on price lists the resale prices for wholesalers and retailers, but the company denies that it has "fixed" resale prices; admission is made that the company refuses to continue to sell its products to wholesalers and retailers who resell at less than fair and reasonable prices, but then comes a denial that the company has sought assurances from distributors that they would in future adhere to the prices suggested.

The crowd gasps! One can hear cries of horror as the performer poises his balancing pole to save himself. The peril is real. He almost went over. What a narrow escape. Hurrah, he's safe, and on he goes again with perfect equipoise and confidence! Just as Blondin recovered himself, so Colgate & Co. regain their equilibrium with the aid of their legal balancing pole and continue "that as a general rule respondent's products have been resold by its customers at the indicated prices, and the company has not prevented any distributor from obtaining supplies otherwise than by itself refusing to furnish them."

How the Federal Trade Commission will view this feat of balancing to escape the legal falls over which other companies have been swept, will not be known for some time, but it would seem that refusal to sell to wholesalers and retailers who fail to stick to the suggested prices comes very near to "fixing" the price. However, Blondin crossed Niagara safely, even with a man on his back, and Colgate & Co. may "get across" and carry the Federal Trade Board with them.

CONFUSION OF TARIFF TERMS

When Congress revises the tariff there should be a revision of the language used in the various classifications of products to make it less difficult for the importer to decide what rate of duty must be paid. In a recent case decided by the Customs Court of Appeals, the Collector of the Port assessed lignum extract at 10 per cent ad valorem as "waste, not specially provided for" in the tariff act of 1913. The importer claimed free entry under the provision for "extracts of oak and chestnut and other barks and woods, other than dyewoods, such as are

commonly used for tanning." The Board of General Appraisers sided with the Collector. The Customs Court said "the evidence establishes beyond question that the material is suitable for use as a tanning material," and decided in favor of the importers.

The Government's attorneys went so far as to assert that the material was dutiable alternately as tannin at 5 cents per pound, or as an acid, not specifically provided for, at 15 per cent ad valorem, or as a chemical compound at 15 per cent ad valorem, or as a non-enumerated manufactured articles at 15 per cent ad valorem. Here are seven classifications for one product out of the thousands imported. So many cases were decided by the Board of General Appraisers in a way unsatisfactory to the importing industries, that a court of appeals was established to interpret the language of Congress and give additional authority to the decisions. Evidently the judges in Washington find the tariff laws just as flexible as they appear to the General Appraisers. The new classification of imports and exports prepared by representatives of various government departments with the aid of industrial interests may help the authorities in deciding under what heading a product should be classed, but the wording of the tariff law must be revised before the present hopeless confusion of terms can be corrected.

WHOSE FOOT?

"Yes, prices are going down and every time beta drops a cent we lose a few hundred dollars. It isn't right! Why should we be forced to sell our

goods at a loss? Simply because some of these poor nuts went into this game on a shoestring thinking it was a hawser! Now they have to sell and everybody loses money. Did you see where the Blank Products Company has gone to the wall? Too bad. That fellow Simpson was a pretty good sort and I hate to see him lose out, but he went in on nothing. Made good, too, until they quit buying. I don't understand why they don't buy. . . ." And so on, from Simpson to other things more or less unrelated. Finally—

"So you're waiting for clothing prices to go down too? I am. Saw a suit the other day in Peet's window marked \$95. It is outrageous. I have lived this long without paying more than \$40 for a suit and I guess I'll get along until these profiteers can come down to reasonable figures. It is a crying shame the way these people are holding prices up. . . ."

After all, it is merely a question of whose foot wears the shoe!

Strikes in New York State alone from June 1, 1919, until June 1, 1920, cost 10,608,483 working days. In all there were 240 industrial disputes recorded as compared with 168 for the year previous. However, in 1919, 11,346,653 days were lost by strikes. About \$50,000,000 a year or more than \$100,000,000 in 1919-20 lost by labor through strikes! But the direction of the wind has changed! The records for 1921 are likely to tell a different story—the loss caused by unemployment rather than by strikes—if the present business depression is not given a knock-out blow by increased buying within the next few months.

"CAPITAL AND LABOR" A THRILLING DRAMA IN TWO ACTS AND AN EPILOGUE

CAST OF CHARACTERS

<i>Capital</i>	<i>Capital</i>	<i>Labor</i>	<i>Labor</i>
<i>Time—The past and present.</i>			



Act I.—Time, last year.

Capital and Labor discovered speaking.

Labor—"Curses on yeh! At last I have yeh at me mercy! Yield to me demands or I strike and close you down!"

Capital (turning pale around gills)—"O, have mercy! Think of me wives and children!"

Curtain.

Epilogue—Time, 1924.

[Copyright: 1920: By



Act II.—Time, the present.

Capital and Labor discovered speaking.

Capital—"Ah, ha! The tables are turned! Now it is my time to gloat! (Gloats loudly). I'll make you suffah." (Shows the papers!)

Labor—"My Gawd, the papers! A thousand curses—aye, 1,500!"

Curtain.

Radicals elect Debs president.

[The Chicago Tribune.]

Mid-West Market Conditions

What the Consuming, Industrial Cities Think of the Chemical and Drug Situation

By A SPECIAL CORRESPONDENT of "DRUG & CHEMICAL MARKETS"

NEW YORK dealers may make the price; but the consumer is the only real buyer, and today we have a "buyer's market." In a sentence this sums up the mental attitude of the middle-west toward the chemical and drug market situation. There is a good deal of solid foundation for such a point of view, which is but an independent way of saying that under existing conditions price quotations, be they higher or lower, can have but very little direct effect upon demand. This belief is very generally held.

Experience has shown that lower prices do not stimulate sales, and manufacturers are not buying raw materials until jobbers order and jobbers are waiting for retailers to buy. In all sections the reluctance of the retailer to take his losses quickly is held to be the log which has jammed business.

"The retailer has had his first taste of blood," explained C. S. Oakman, treasurer of the Digestive Ferments Co., Detroit, "and having become a carnivorous animal he naturally hates to go back to a milk diet of smaller profits."

The retail drug trade is the largest and most direct retail distributor of chemical and drug products, and the opinion of William H. Longstaff of the pharmaceutical house of Frederick Stearns & Co. is particularly interesting because he has recently made a test sales trip. He found that most druggists are selling goods, but buying very little. "They discovered," he said, "that they could sell anything at any price, and they, in turn, bought liberally. When things tightened up this fall they looked at their loaded shelves and very sensibly decided to reduce stock. They are buying cautiously, determined to hold on to the money made the past four years."

An interesting side-light on the time when the retail trades will be back in the market for goods again was thrown by a man in Chicago who is a director at once of a big chemical manufacturing corporation and an important bank. "Retailers," he said, "are counting on the holiday trade to clean up most of their war-priced stocks, but they cannot hold up prices indefinitely, and I should not be surprised to see them very positively encouraged to turn goods into cash by the banks calling in their paper after the first of the year."

Something of the same opinion is held by Charles G. Willis, sales manager of the recently organized U. S. By-Products Chlorides Co. of Cleveland, who is a recognized merchandising authority in touch with many different industrial fields.

In New York the drug and chemical markets are affected by several extraneous factors. Speculation and consequent manipulation by second-hand operators and so-called brokers; purely financial considerations; the import and export business are all influential in creating in our principal sales market abnormal conditions which do not of necessity hold in the consuming markets of our industrial centers. Definite, unbiased information on the actual market conditions in these cities is of especial value just at this time, and DRUG & CHEMICAL MARKETS has sent a Special Correspondent to make a trade survey for the benefit of our readers. This article is the result of a two weeks' trip of conferences with leaders of the various chemical and drug industries in Buffalo and Niagara Falls, Cleveland, Toledo, Detroit, Cincinnati, St. Louis, and Chicago.

The factor of labor, always very important in the manufacturing cities of the middle-west, is in a satisfactory condition, except in the automobile and rubber centers of Michigan and northern Ohio. Here unemployment has become so general as to present, as winter progresses, an increasing problem.

On the part of manufacturers in the chemical industries proper there is everywhere a very evident and serious consideration of the workman. Big plants in Chicago, in St. Louis, in Buffalo, which are working respectively on third

time, on half time, and practically closed have all kept on their regular workers at full time pay. They are fairly typical of a spirit which is universal and in which there is certainly no manifestation of any vindictive desire on the part of management to pay off old scores with the men.

DuBois on Unemployment

The president of the Monsanto Chemical Works is even anxious to see some kind of efficient, simple insurance of the worker's job.

"The menace of out-of-work," said Mr. DuBois, "is an ever-present threat to the workman which lies at the heart of his distrust and his discontent. Seasons of over-time alternating with no work are bad from every economic and social and political point of view. There is no more reason why we should struggle along under these inelastic labor conditions than that we should be so handicapped by an unelastic monetary system. The Federal Reserve Bank has given us needed relief in financial matters, and we should find relief from this very real labor problem."

The Future of Prices

That it will be a hard winter for Labor is conceded; but many manufacturers say frankly that till labor comes down prices of chemicals cannot be greatly further reduced.

"Alkali prices as a general class," said an officer of one of the Niagara Falls companies, "are high, and we wonder how consumers can afford to buy; but until labor, power, and taxes are reduced we cannot afford to put our prices lower."

Few responsible men are to be found in the middle west who will prophecy the future. As E. C. Stevens, vice president of the Wood Products Co. said, "Who knows the bottom of the market? Anyone who does can be a millionaire by Inauguration Day. But we do know we have a buyer's market, and a lot of men new in the chemical industry are facing problems they never dreamed existed."

It is very significant, however, that three big producers in different lines and different cities all report a noticeably growing number of orders marked "rush." Such was the report made by the Monsanto Chemical Works in St. Louis; by the Victor Chemical Works in Chicago, and by the P. W. Drackett and Sons Co. in Cincinnati, and these reports confirm the belief that not only are consumers' stocks down to very low ebb, but also that stocks in second hands have been pretty well cleaned up. This certainly indicates a very healthy condition at the core of the chemical and drug markets.

"Business is sound," was the way Edward Mallinckrodt expressed this same thought. "In many ways it is more sound than it has been since 1914 and we are welcoming the return of a more normal demand and planning to supply it in constantly increasing quantities for many busy years to come."

To be continued next week by a review of the definite market situations in Cleveland, St. Louis, and Chicago.

DRUG TRADE CONFERENCE MEETS DEC. 6

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—The annual meeting of the National Drug Trade Conference will be held in this city on December 6 and 7. The executive committee of the Conference will hold a meeting on December 6 preceding the regular meeting of the conference. It is understood that the matter of tax free alcohol, simplifying permits for the withdrawal of distilled spirits and kindred subjects will be taken up at the meeting. A proposed new standard of medication by the Prohibition Unit of the Bureau of Internal Revenue will also come up for attention.

ONLY WHOLESALE DRUGGISTS GET PERMITS

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—Wayne B. Wheeler, general attorney of the Anti-Saloon League, has filed a brief with the Commissioner of Prohibition in which he sets forth that under the Volstead Act permits for the withdrawal of distilled spirits can only be issued to a wholesale druggist.

The matter has been referred to the Attorney General for his opinion and in the meantime the Prohibition Unit is not issuing permits to anyone except wholesale druggists.

DRUG MANUFACTURERS MOVE OFFICES

The American Drug Manufacturers Association will move its office from Detroit to Washington during Christmas week and the Secretary expects to be located in the new office in the Albee Building, at the corner of 15th and G streets, by Jan. 3. Mail sent to the A.D.M.A. on or after December 27th should be addressed to the American Drug Manufacturers Association, Albee Building, Washington, D. C.

The Van Briggle Chemical Co. has been reorganized and has changed its name to The Clery-Vesce Co. The headquarters will be continued at Indianapolis, Ind. The new board of directors includes Judge Mahlon E. Bash, Frank Krause, Harry W. Krause, Thomas A. Ressler and James M. Drake.

N. H. Graesser, head of the Graesser-Monsanto Company of Ruabon, North Wales, arrived Saturday on the Aquitania. Mr. Graesser was accompanied by C. H. Beevers and P. D. Thomas of his company. His plans call for a brief business trip only.

IMPORTATION OF ICHTHYOL PROHIBITED

In a letter dated November 17th, the Bureau of Imports of The War Trade Board states that no more licenses will be granted "for the importation into the United States of Ichthyol of German make or origin, recent investigation having disclosed that this commodity is now obtainable (in this country) in sufficient quantities and on reasonable terms as to price, quality and delivery to supply domestic requirements."

The ruling made by the Bureau also excludes Isarol, Ammonium Ichthiolate or any like products if of German or Austrian origin. Consideration will be given the matter of granting licenses for the importation of Ichthyol, Isarol or Ammonium Ichthiolate of non-enemy origin "upon receipt of properly completed import applications" and accompanied by a sworn statement that the product to be imported is not of German or Austrian origin. As Germany is the only foreign country producing the original Ichthyol, this latter provision would not affect the ban.

This action of the War Trade Board is a result of an application made by the Meadows Oil and Chemical Corporation several months ago, but the Board did not feel justified in excluding Ichthyol until proper evidence was submitted showing that the American Ichthyol could not only be made in this country in sufficient quantities but that its therapeutic quality was equal to the original German product. It is understood that the Bureau of Geological Survey is in a position to furnish information to any one who is interested in this new American product from a geological standpoint.

CHEAPER PHOSPHATE PROCESS FOUND

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—The Bureau of Soils, Department of Agriculture, has worked out the problem of extracting phosphoric acid from phosphate rock by heating mixtures of this mineral, sand and coke to a smelting temperature in a fuel-fed furnace. The new process has been carried out on a commercial basis at an experimental plant at Arlington, Va.

The process uses crude oil, the cheapest fuel obtainable in the vicinity of the large phosphate rock deposits of Florida. It has proved a success, and experimental runs at Arlington indicate that phosphoric acid can be extracted more cheaply in an oil-burning furnace than by the old sulphuric acid process.

The actual cost of the new process on a small scale was about 15 per cent of the value of the product. With the sulphuric acid process the cost of acid used seldom runs below 22 per cent.

The General Asphalt Co. has called a meeting of stockholders to vote on a proposed issue of \$4,000,000 convertible bonds. The money is to be used in rebuilding the plant recently destroyed by fire at Maurer, N. J. Stockholders will have the right to subscribe for the bonds at 98½ and accrued interest. The bonds bear 8 per cent interest and mature in ten years.

Norman C. Hill, who was superintendent of acid plants at the Naval Proving Grounds, Indian Head, Md., has resigned to become superintendent of acid production with the Monsanto Chemical Works at East St. Louis, Ill. He will have direct charge of contact and chamber plants, muriatic, chlorosulphonic acid, nitric acid and zinc chloride manufacture.

Judge Mayer has appointed Sheppard G. Schermerhorn and Leo Oppenheimer receivers for American Mustard Co., Inc., 42 Broadway and Bush Terminal Building, Brooklyn. It is stated that the liabilities are approximately \$122,000 and the assets about \$35,000.

WORK OF THE CHEMICAL WARFARE SERVICE

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 1.—Gen. Amos A. Fries, chief of the Chemical Warfare Service, says in his annual report that plants located at the following points were sold during the year: Stamford, Conn.; Bound Brook, N. J.; Niagara Falls, Buffalo, and Hastings on Hudson, in New York; Kingsport, Tenn.; and Belle, West Virginia.

The following materials were sold: 5,400,000 pounds chloride of lime, 3,900,000 pounds sulphur chloride, 3,000,000 pounds sag paste, 917,000 pounds stannic chloride, 800,000 pounds phosgene, 554,000 pounds nitric acid, 356,000 pounds sulfuric acid, 100,000 pounds carbon bisulphide, 16,000 gallons crude turpentine, 30,000 gallons grain alcohol, 6,775 obsolete type gas masks.

More than 1,250 contracts were settled at a cost of a little over \$1,000,000, resulting in net saving to the government of more than \$12,000,000. It is also shown that the service procured a number of patents for inventors formerly connected with the service, in all of which the government has been given the license to use the invention.

At Edgewood Arsenal, according to the report, about 10,000,000 pounds of different substances of a toxic or other dangerous nature is stored, besides 280,000 gas-filled projectiles. All this material is constantly guarded by a special gas patrol which has a risky job. During the year there was sold from Edgewood: Stannic chloride, \$156,358.83; sulphur monochloride, \$108,750; temporary buildings sold to a salvage concern, \$45,533.31 (the removal of these buildings by the contractor was about 50 per cent completed at the end of the year); sag paste, \$217,500, and certain plant facilities, at \$60,000. Eight other sales were for sums in excess of \$10,000 each, the remaining 527 sales totaling slightly less than \$200,000.

\$20,000,000 IN CANCELLATIONS BY AMERICANS

(Special to DRUG AND CHEMICAL MARKETS)

Boston, Mass., Dec. 1.—Oliver M. Fisher, president of the Boston Boot and Shoe Club, said in an address delivered here:

"After the armistice was signed our Government started cancellation of orders," said Mr. Fisher, "and 'cancelitis' has been spreading to every corner of the world until we see its effects in stagnation of business and the closing of our mills, work shops and the market for our goods."

"The British Board of Trade has sent to the United States Chamber of Commerce for their action more than \$20,000,000 worth of contracts which have been broken by American business men. Other foreign governments have complained to our State Department in similar cases."

The Interstate Commerce Commission has awarded \$75,000 to E. I. du Pont de Nemours & Co. as reparation on account of excessive freight charges by the Louisville & Nashville, Houston & Brazos, Pennsylvania, and Norfolk & Western Railroads.

The Meteor Products Co. asks \$12,000 damages from A. G. Bruinier & Son for refusing to accept 17 tons of beta-naphthol at 80 cents per pound f. o. b. Calco Chemical Co.'s works. The contract was made on July 9, last.

Robert A. Messier, Trenton, N. J., has been appointed receiver for the Import and By-Products Co., 58 Middle Rose street, Trenton.

**TERMS OF SALE IN CHEMICAL, DYE
AND DRUG INDUSTRIES IN AMERICA**

Federal Reserve Board Reports the Result of Its Investigation of Credit Customs In the Manufacturing and Wholesale Trade—Practice in Chemical Business Varies

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Washington, D. C., Dec. 1.—The Federal Reserve Board which has been receiving data relative to terms of sale in various industries, has the following to say relative to the chemical, dye and drug industries:

Terms on crude drugs, medicinal and technical chemicals and essential oils are almost without exception 1 per cent 10 days, net 30 days.

While a large part of the general pharmaceutical line goes direct to the retail druggist from the manufacturer, there are some manufacturers who market their entire line exclusively through the wholesale druggist. Of the total volume of the drug business to-day, the pharmaceutical branch, including pharmaceutical specialties aggregates not more than from 15 to 20 per cent. The larger proportion, probably 85 per cent, of pharmaceutical specialties is sold to the retail druggist through the wholesaler, while about 25 per cent of the general pharmaceutical line goes through the wholesaler, the balance going direct from the manufacturer to the retailer.

Private formula business, that is, the manufacture of specialties under formulas owned by others, carried instead 1 per cent 10 days, net 30 days, except for two houses giving net terms of 60 days. As a small number of the larger houses, however, extend terms of 2 per cent 10 days, net 60 days, some of the firms having 30-day terms occasionally extend 60 days when insisted upon. It is estimated, however, that 90 per cent of the number of wholesalers discount their bills, while in the case of retailers from 40 to 50 per cent discount, although one of the largest manufacturers shows 75 per cent. One authority states that the percentage of retailers discounting varies with the season of the year, the percentage for his house during the first six months averaging a little over 40 per cent, falling to almost 25 per cent during the summer months, and then increasing during the latter part of the year to almost 50 per cent. Due to the frequency and small size of purchases, the trade acceptance is not employed by the majority of manufacturers.

Sales of proprietary medicines are made by manufacturers to wholesalers and to retailers, the individual manufacturer usually confining his entire business to one of the two methods. Sales to wholesalers, it is stated, in general carry a cash discount of 2 per cent 10 days, although a limited number grant 1 per cent, some 3 per cent, and quite a number 5 per cent. Sales to retailers carry the same net terms as those to wholesalers, maturity usually being in 30, 60, and 90 days, with a discount for cash varying from 1 to 5 per cent if invoice is paid within 10, 20, or 30 days. In the case of seasonable preparations, longer time to the retailer is required in off seasons, and up to 4, 6, and 9 months may be given at times. The general average for the industry has been estimated at 45 days.

Sales of druggists' sundries are made by manufacturers to both wholesalers and retailers. Terms for some years have been largely 2 per cent 10 days, net 30 days, from date of invoice, but Pacific coast customers may be given 2 per cent 30 days, net 60 days. Several leading manufacturers report that from 50 to 70 per cent of their customers discount their bills. It is stated that the trade acceptance is not employed in the industry.

Since January 1, 1905, recommended terms of the National Wholesale Druggists Association, to apply to mixed invoices, have been 1 per cent 10 days, net 30

days. These terms prevail practically over the entire country, with the exception of the entire State of Texas and a narrow belt running east from Texas to the Atlantic coast and including parts of Arkansas, Tennessee, Alabama, and Georgia, where, with a few exceptions, the cash discount is 2 per cent, although net terms are 30 days.

The National Wholesale Druggists Association appointed a special committee which carefully considered the trade acceptance. A referendum vote was later held which, however, "clearly demonstrated that the trade in general does not look with favor upon the use of the trade acceptance in the industry."

It is estimated that on the basis of money value about 60 per cent of all the dyes of domestic manufacture are sold direct by manufacturers to consumers, while perhaps 15 per cent are sold to dealers for resale, and the remaining 25 per cent are sold for export. Prior to the war about 90 per cent of the dyestuffs sold in America were sold by importers. As a result of the shortage during the war, dealers received little consideration, as producers, it is stated, felt themselves obligated to supply their established consuming trade. Several leading producers of alcohol report approximately one-half their output sold to wholesalers, all or a major part of the remainder going to industrial consumers.

In the case of heavy chemicals, the situation varies with the particular chemical in question. Thus it is stated that the output of sulfuric acid is sold almost entirely direct to the consumer, whereas probably one-half the production of caustic soda, soda ash, etc., is sold through jobbers. A considerable amount of heavy chemicals is imported, and distributed by the importing house. Jobbers in many cases also handle apparatus and laboratory supplies.

The general terms in the several branches of the chemical industry are 1 per cent 10 days, net 30 days. Most manufacturers report that there has been no general change in terms during the past decade, but several leading manufacturers report previous use, in one case prior to about the opening of the present year and in the other case prior to 1914, of a cash discount of 2 per cent, the former with net terms of 60 days. It is stated from one source that sellers since about August have been quoting cash terms, even to responsible purchasers.

For certain chemicals, different terms are employed. Thus one manufacturer quotes a discount of only one-half per cent on potash, as against 1 per cent on the other products. While denatured alcohol carries the regular terms, ethyl or tax-paid alcohol is sold on cash terms, specified as net cash 3 days or spot cash (within 10 days). Some manufacturers and dealers in dyes are stated to have allowed a 2 per cent discount as a concession to draw trade, but the majority have employed the regular terms.

Little use of trade acceptances in general is reported in the industry. From one source, however, they are reported to have become popular in certain quarters about two years ago, but were gradually abandoned until recently, when they have again been employed. Last spring the majority of manufacturers from whom data was obtained reported collections prompt, with the majority of accounts taking the cash discount. It was recently estimated that normally perhaps two-thirds of the total sales of dyestuffs to consumers in the country are discounted, many purchasers, however, running 2 or 3 days over the 10-day period. At the present time it is estimated that "two-thirds of the invoices for dyestuffs sold to consumers or dealers are not discounted, and perhaps one-third of the total invoices run beyond the 30-day period, some of them to 60 days or more."

REPLY OF COLGATE & CO. TO PRICE FIXING CHARGE OF FEDERAL TRADE COMMISSION

Company Admits That It Refuses to Sell to Wholesalers and Retailers Who Resell at Less Than Fair Prices—Denies Price Fixing or Any Attempt to Prevent Distributors from Obtaining Supplies

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—Colgate and Company have filed their answer with the Federal Trade Commission in connection with its complaint regarding price fixing. The company states that it has made a practice of "indicating on price lists, circulated among its customers, suggested resale prices for wholesalers who purchased from it certain of its laundry soaps, and for retailers who purchased from it toilet soaps, perfumes and other toilet preparations; that the prices so indicated are and have been at all times fair and reasonable; that it has been and is the policy of the respondent in general, to refuse to continue to sell its products to wholesalers and retailers who resell these products at less than fair and reasonable prices; that it has made known this policy generally among its customers; that, in a number of instances in which respondent has received complaint from customers that other customers of respondent, competitors of those so complaining, have resold at less than the indicated prices, respondent has requested customers so complaining to furnish evidence of said alleged sale; that in a number of such instances respondent has sought information directly from the customer so stated to have made such sales as to the fact with respect thereto; that respondent's products, as a general rule, have been resold by its customers throughout the country at the indicated prices."

While admitting the above allegation, the Colgate Company particularly "denies that it has fixed or pursued or carried into effect a policy of fixing resale prices at which its products should be resold by its customers; or has sought or accepted from any of its distributors assurances that such distributors would in future, in reselling its products, adhere to the prices indicated by it; or has refused to sell any of its products to any such distributor until such distributor gave such assurances; or has sold any of its products to any such distributor because of having received, or on condition of receiving, such assurances from such distributor; or has prevented any distributor, under any circumstances, from obtaining supplies of respondent's products otherwise than by itself refusing to furnish such distributor with such supplies."

The 1920 Sales Convention of Magnus, Mabee & Reynard, Inc., will be held from December 15 to 18, inclusive. General business meetings and discussions will be held on December 15 and 16. A luncheon will be given at noon December 17, and a theatre party that night. A banquet will be held on the night of December 18. All representatives of the company will be present, and it will be by far the largest convention ever held by this organization.

M. L. Granat formerly with the O. Friedlander Chemical Co. is now connected with The Speare Chemical Products Co., Inc., 150 Nassau street, New York. Mr. Granat is well known among dealers in the trade.

C. G. Selden and C. E. Andrews of The Walker Chemical Company, Pittsburgh, have recently sailed for England and the Continent on business for the company.

Former Congressman P. Davis Oakey, who was for several years manager of the Hartford Chemical Co., died at Hartford, Conn., last week.

QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Actna Expl.	9	9½	Heyden Chem.	2½	3
Actna Expl., pf....	67	68	H'k Electro	60	70
Air Reduction	44	45	H'k Electro, pf....	60	70
*Allied Chem. & D.	53	54	*Int. Agricult.	14	15
*All'd Ch. & D., pf.	90	91	*Int. Agricult., pf.	66	67
*Am. Ag., Ch.	67½	68	*Int. Nickel	15	16
*Am. Ag., Ch., pf....	82	83	*Int. Nickel, pf....	82	85
Am. Chicle	28	30	*Int. Salt	65	70
Am. Chicle, pf....	64	70	K. Solvay	75	100
*Am. Cot. Oil.	21½	22½	*Mathieson Alk.	25	30
*Am. Cot. Oil., pf....	67	75	Merck & Co., pf....	80	85
Am. Cyan.	26	30	Merrimac	78	80
Am. Cyan., pf....	55	65	Mulford Co.	50	55
*Am. Druggists S.	7	8	Mutual Co.	150	150
Am. Glue	40	45	*Nat. A. & C.	53	54
Am. Glue, pf....	65	70	*Nat. A. & C., pf....	89	90
*Am. Linseed	57	58	*National Lead	68	69
*Am. Linseed, pf....	88	92	*National Lead, pf.	104	105
*Am. Malt	22	24	N. J. Zinc.	152	155
*Amer. Zinc	7½	8½	*Nig. A., pf....	96	100
*Amer. Zinc, pf....	33	34	Parke, Davis & Co.	117	118
Atlas Powder	130	140	Penn. Salt	65	67
Atlas Powd., pf....	75	78	Procter & Gamble.	676	695
*Barrett Co.	118	119	Procter & Gamble, pf.	101	101½
*Barrett Co., pf....	102	103	Rollin Ch.	50	60
British Am. Chem.	5	6	Rol. Ch., pf....	80	90
British Am. Chem.	5	6	Royal Baking Po.	106	114
By. Prod. Co.	94	99	Royal Bak. Po., pf.	79	81
Carborundum	135	135½	Semet S.	160	175
Carborundum, pf....	115½	116	Sherwin-Williams	520	540
Cassine Co.	40	50	Solv. Proe.	180	180
Celluloid Co.	135	145	Stand. Ch.	90	100
Celluloid, pf....	135	145	Swan & Finch.	35	60
*Corn Products	73	74	*Tenn. C. & Chem.	8	9
*Corn Products, pf....	100	103	Tex. Gulf. Sul.	15¾	15¾
*Davidson Chem.	30	40	Union Carbide	84	85
Dow Chem.	255	265	Union Sulphur	100	100
Dow Ch., pf....	103	103	*Un. Drug.	101	104
Du Pont	175	185	*Un. Drug, 1st pf.	44	46
Du Pont, pf....	76	79	*Un. Dyewood.	56	60
*Freepet. Tex. Sul.	16½	17	*Un. Dyewood, pf.	94	96
*Freepet. Tex. Sul. pf.	91	93	U. S. Gypsum. ....	..	..
*Gen. Chem.	125	140	U. S. Indus. Al.	71	72
*Gen. Chem., pf....	85	90	U. S. Indus. Al., pf.	93	95
Grasselli	131	132	Va.-Car. Ch.	40	41
Grasselli, pf....	95	105	Va.-Car. Ch., pf....	103	105
Hercules Powder.	185	195	V. Vivaudou	11½	12
Hercules, Powd., pf....	90	93			

*Listed on New York Stock Exchange

The directors of E. I. du Pont de Nemours & Co. have declared the regular quarterly dividend of 4½ per cent on the common stock, payable \$2 a share in cash and \$2.50 per share in common stock at par on Dec. 15 to stock of record Nov. 30. The directors also declared the usual quarterly dividend of 1½ per cent on debenture stock, payable Jan. 25 to stockholders of record Jan. 10.

The Grasselli Chemical Company has declared an extra dividend of ½ of 1 per cent on the common stock in addition to the regular quarterly dividends of 1½ per cent on both the common and preferred stocks, all payable December 31 to stock of record December 15. Three months ago an extra dividend of 1½ per cent was declared on the common.

The Globe Soap Co. has declared the regular quarterly dividend of 1½ per cent and an extra of ½ of 1 per cent on the common stock and the regular quarterly dividends of 1½ per cent on the first, second and special preferred stocks and an extra dividend of ½ of 1 per cent on the special preferred stock, all payable Dec. 30 to stock of record Dec. 15.

The directors of the E. I. du Pont de Nemours Powder Co. have declared the regular quarterly dividend of 1½ per cent on the common stock and of 1¼ per cent on the preferred stock, both payable Feb. 1 to stock of record Jan. 20.

The Sherwin-Williams Co. announces a quarterly dividend of 1½ per cent payable Dec. 31 to shareholders of record Dec. 15.

The United Dyewood Co. will pay a quarterly dividend of 1½ per cent on Jan. 3 to stockholders of record Dec. 15.

AMERICAN GLUE CO. IN GERMAN MERGER

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Berlin, Germany, Nov. 20.—The most exaggerated rumors have been afloat for some time past regarding the transactions between the Aktien Gesellschaft fur Chemische Produkte vorm. H. Scheidemantel at Berlin, and some American concerns. At last the Board of Directors has issued a statement from which the following is an extract:

"The concern of the Scheidemantel company has entered a community of interests with an international group headed by the American Glue Company at Boston. Both groups will exchange working methods as well as experiences in their various lines of manufacture and will arrange for some definite plans with regard to purchases and sales in such countries as come within the scope of their activity. Both groups will jointly establish a factory in the Far East and the Scheidemantel will take up the manufacture of various products which have proved their serviceableness in the United States.

"The arrangement also provides for an exchange of members of the board of directors. The international group receives 3,000 new Scheidemantel shares, payment of interest on which will begin on October 1, 1920. It is also proposed to increase the share capital 14 million marks, the old shareholders to be offered one new share at 120 per cent for two old shares.

"The share capital of the Scheidemantel concern amounts to 14 million marks at present and will be increased to 24 millions should the motion to that effect be carried at the extraordinary general meeting to be held on November 27. The rather pronounced interest shown in Scheidemantel shares on the German stock exchanges during the last few days may be considered the direct result of the fusion of the two groups which it is generally taken for granted, will benefit the German concern to a large extent."

ARNOLD, HOFFMAN & CO.'S SUIT

Providence, R. I., Dec. 1.—Judge Arthur L. Brown withheld decision on a motion to stay further proceedings and trial in the \$775,000 damage suit of Arnold, Hoffman & Company, Inc., of this city against the Mathieson Alkali Works of Saltville, Va., for breach of contract, following arguments of counsel on the defendant's motion. The defendant was given time to submit affidavits the same as the plaintiff.

It was contended by attorneys for the defendant that inasmuch as it has entered suit against Arnold, Hoffman & Co., Inc., in the Federal district of Southern New York which covers widely different grounds, that the action here ought to be stayed until the case there is definitely disposed of in some way.

Counsel for the plaintiff, however, contended that the New York action did cover about the same points, that the local court had jurisdiction and objected categorically to the Virginia company's motion.

Huddy, Emerson & Moulton appeared for the defendant company while the Arnold-Hoffman Company was represented by former Assistant Attorney General Claude R. Branch.

The Providence concern, at the head of which is former State Senator Edward E. Arnold of Coventry, has sued the Mathieson Company for breaking an alleged contract to act as the sole agents for the output of the southern company's alkali products and bleaching powder. It is one of several cross suits now in litigation between the two companies.

A cablegram from Berlin says the German Aniline Syndicate has made preparations to erect nitrogen plants in the United States and Japan.

The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Page 1192

BETTER TONE IN HEAVY CHEMICALS

Stocks Are Passing to Stronger Hands From Weak Holders Who Have Sold at a Loss for Quick Returns—Depressing Influences Still Felt But Improvement Is Evident

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

Sodium Cyanide, imptd., 2c lb.

Declined

Ammonium Sulfate, 10c cwt.

Arsenic White, ½c lb.

Potash Muriate, 5c unit

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial.....	lb. \$10%	\$10%	\$11½	\$12½
Sulfuric Acid, 66 deg.....	ton 20.50	20.50	21.00	20.00
Bleaching Powder Works...	100 lbs. 4.00	4.00	6.25	2.50
Copper Sulfate	100 lbs. 6.00	6.00	7.25	8.25
Potash, Caustic	lb. .16	.16	.22	.30
Saltpeper, gran.	lb. .11½	.11½	.13	.13½
Soda Ash, 58 p.c.	100 lbs. 1.90	1.90	2.50	2.00
Caustic Soda, 76 p.c.	100 lbs. 3.80	3.80	4.25	3.30
Potassium Bichromate	lb. .22	.22	.31	.28
Average	4.08	4.08	4.60	4.07

The market has remained inactive during the period but there seems to be some indication of strength in some quarters. Declines have been less general and the market tone appears much better in spite of the lack of any insistent demand. Stocks where moving at all seem to be falling into stronger hands and an attitude of conservative optimism is very noticeable. The market has taken no definite turn as yet nor is such a turn expected for at least thirty days, but the indications point to improvement within 90 days. Quotations at present are given by holders without assurance to prospective buyers that the quotations are the bottom of the market because of the frequent appearance of lots in distress which holders can afford to sell at a loss for immediate turnover. There are depressing influences to be felt still, but the general tone shows improvement.

Imported sodium cyanide is firmer with prices slightly higher for shipment as well as spot delivery. Ammonium sulfate is lower and still weak. White arsenic is off. Muriate of potash is slightly lower. Ammonia water is firm and scarce, with spot prices higher. The alkali and acid markets have remained unchanged.

Acid, Acetic—The spot market continues weak with little demand noted. Buyers are showing little interest at the spot price of 10½c per pound although it is understood that this price might be shaded to 10c per pound. The producers' market is around \$13.50@\$14.25 per hundred. The lower strengths are correspondingly weak with lots to be had in second hands at concessions under the producers' price where stocks are to be had.

Acid, Mixed—Prices remain without change around 11c@11½c per unit of nitric and 1c@1¼c per unit of sulfuric.

Acid, Muriatic—A wide difference is noted between prices quoted by producers. Prices are named at \$1.85 @\$2.35 per hundred for 20-degree commercial acid in carboys in carlots and L. C. L. Other producers name \$2.25@\$2.75 per hundred for the same quality and quantity. Both report sales on contracts but it is understood that the producer quoting the lower price has embodied a clause in his contract allowing for a cost-plus

price in case costs go up. This could not be confirmed. Iron free acid continues at the former level of \$2.75 per hundred for 20-degree acid in carlots of carboys.

Acid, Nitric—Business has been slow but without causing changed quotations. The basis continues around 6½c@7¾c per pound for 38-degree acid in carboys.

Acid, Sulfuric—No change has been made in the quoted prices for sulfuric acid. Some differences are noted between the prices at which contracts have been made, however. In a few cases time contracts well into next year have been made as low as \$18.00 per ton for 66-degree acid in tank cars f. o. b. works. Other contracts have been made around \$20.00@\$21.00 per ton on the same basis and it is evident that the lower price is not generally available except in special cases. The other strengths have remained unchanged.

Acetone—Prices named by producers are around 15¾c per pound but some lots are available in second hands at slight concessions down to 15½c per pound.

Alum—Producers' prices for alums have remained without quotable change and offers heard on the basis of 4¾c@5¾c per pound for lump ammonium alum and 6c@7¾c per pound for lump potash alum with corresponding prices for ground and powdered.

Aluminum Chloride—Liquid chloride 32-33 degree Be. is offered by producers around 4c@5c per pound. Offers of anhydrous aluminum chloride from producers are heard around 45c per pound although importers are holding for 60c per pound.

Ammonium Water—In spite of the extreme weakness of ammonium sulfate for some months past ammonia water is quite scarce and producers are naming as high as 10½c@13c per pound named for 26-degree. The lower strengths have not followed the rise but are very hard to get.

Ammonium Sulfate—Prices continue weak in the face of a lack of demand and producers are continuing to name lower figures in the hope of stimulating some interest from buyers. Double bags are named around \$4.00 per hundred with single bag prices around \$3.75 per hundred. The market still lacks firmness.

Arsenic—White arsenic is lower around 11½c per pound on the spot. Offers from distressed holders have forced the price somewhat and it is possible that lower prices than that quoted can be done.

Barium Chloride—Producers still name \$100.00 per ton as their base price although imported chloride is offered as low as \$85.00 per ton.

Bleaching Powder—The situation continues weak with spot prices around \$4.00 per hundred. Works prices are heard in a few cases as low as \$3.75 per hundred although this figure is hard to do except on contract. Other holders of spot bleach are naming up to \$4.25 per hundred.

Copper Sulfate—The decline in copper and the continued inactivity of the export market coupled with offers of imported sulfate here have tended to keep the market weak. Producers still offer around \$7.00@\$7.25 per hundred in spite of offers of good quantities as low as \$6.00 per hundred.

Magnesium Sulfate—Producers are offering around \$3.00 per hundred for technical magnesium sulfate on the spot. Imported pure said to be equal to U. S. P.

although not guaranteed so is offered around \$1.75@ \$1.80 per hundred.

Potash, Caustic—Producers are quoting 22c per pound for 88-92% caustic potash on a par with offers of imported material. Second hands are offering domestic goods down to 16c per pound although in case of extreme distress it may be possible to do even better than that. The market is very sluggish.

Potash, Muriate—Prices are slightly lower with \$2.15 @ \$2.20 per unit named for 80% muriate.

Soda Ash—Lack of demand continues to hold prices soft with stocks rather large on the spot. Prices are named on the basis of \$1.90 per hundred for 58% light ash on the spot.

Soda, Caustic—Prices have remained without quotable change around \$3.80 per hundred. It is possible that in a few cases of extreme distress this price might be shaded for firm business but as a rule it was well held.

Sodium Bichromate—The quotation of 9c per pound is very strongly held and orders during the week as high as 8½c per pound failed to locate stocks. Demand has been rather slow with buyers still hoping for reductions.

Sodium Cyanide—The market for imported cyanide has been somewhat stronger on higher prices named from abroad. Spot 120% cyanide is now quoted at 22c @ 24c per pound as against 27c @ 29c per pound named for domestic 96-98%. Shipment on the imported material from England is quoted at 24c per pound. The domestic and the imported are about on a par at 27c and 24c per pound with a slight advantage in favor of the imported.

D. A. Himadi & Co., 51-53 Maiden Lane, have started business as manufacturers' agents and jobbers of chemicals and allied products. D. A. Himadi, president, has been connected with the chemical business for a long term of years and is also president of the Lodi Trust Co., of Lodi, N. J. Richard Sheldrick, vice president, recently resigned as secretary, director and sales manager of the Kalbfleisch Corporation, after a connection of fifteen years. Associated with them are V. P. Davis and C. L. Hutzelman, the former for twelve years and the latter for ten years with The Kalbfleisch Corporation.

Spot tin sold last week at 35 cents a pound, the lowest basis since 1915. The price was made in the auction offering of 25 tons on the Metal Exchange. This was a reduction of 1c a pound or more and marked a lower figure than most traders were willing to believe probable for this year. Private advices by cable stated that all British metals were flat and moved downward chiefly on bear selling.

A conference of calcium arsenate manufacturers has been called for December 6 and 7, at the Chemists' Club under the auspices of the Plant Protection Institute. Experts of the Department of Agriculture will be present to explain the methods of applying the material to cotton plants as an insecticide and fungicide.

Chemical and allied businesses to the total of 1,158 reported for the calendar year 1919 in personal returns for the Federal income tax authorities, according to a statement issued by the Internal Revenue Bureau. The 1,158 returns showed a total net income of \$6,989,987.

Virginia-Carolina Chemical Co., twelve year 7½ per cent debentures to the amount of \$12,500,000 are offered by Blair & Co., and Hallgarten & Co., New York, and the Illinois Trust and Savings Bank of Chicago.

PLANS FOR U. S. NITROGEN PLANTS

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—The annual report of the Chief of Ordnance contains the following reference to the nitrogen plant at Mussel Shoals, Ala.:

Early in the fiscal year the technical commission sent overseas to study foreign development in nitrogen fixation during the war returned with valuable information as to what was being done there to utilize the war nitrogen plants. A bill was introduced into the Senate and into the House of Representatives providing for the establishment of a self-sustaining Federal agency (with the United States the sole stockholder) for the manufacture, production and development of the products of atmospheric nitrogen for military, experimental and other purposes, and to provide research laboratories and experimental plants for the development of fixed nitrogen production.

Extensive hearings, which involved the preparation of a very considerable amount of data by the division, were held by the Senate Committee on Agriculture and Forestry, which shortly before Congress adjourned unanimously reported the bill favorably to the Senate. The House Committee on Military Affairs held some preliminary hearings on the House bill but did not reach a decision before the adjournment of Congress.

In order to make United States Nitrate Plant No. 2, at Mussel Shoals, Ala., thoroughly effective as a military establishment for the manufacture of ammonium nitrate, certain work proved necessary. When this work is completed, and when the steam power plant is proved out by test it is confidently believed that this plant can be absolutely relied upon for capacity production of ammonium nitrate when the need arises.

At the Fixed Nitrogen Research Laboratory at the American University, Washington, D. C., excellent results are being obtained in the search of new catalytic materials for ammonia synthesis and in the development of fertilizer materials possible of manufacture from the various intermediate nitrogen products at the United States Nitrate Plant No. 2, while the research looking toward the correction and improvement of certain phases of the synthetic ammonia process used at United States Nitrate Plant No. 1 at Sheffield, Ala., has been so successful as to warrant the re-design of this process on a semi-works scale being undertaken at this time.

TARIFF REPORT ON WAR MINERALS

The United States Tariff Commission has issued a report dealing with certain minerals and metals especially affected by conditions arising from the war. The minerals covered are manganese, tungsten, magnesite, graphite, quicksilver, chromite, antimony, potash, pyrites, and sulfur. Most of these were used during the war, either directly or indirectly, for military purposes, and readjustment to peace conditions has been slow and difficult.

During the period when foreign sources of supply were cut off entirely, or were rendered inaccessible by transportation difficulties, domestic deposits were called upon for extraordinary production. In the case of some minerals, American producers were able to extend the scope of their operations sufficiently to meet the increased demands without materially raising the unit cost of addition output. In the case of other minerals, however, larger supplies could be produced only at costs far exceeding those which obtained before the war. Following the cessation of hostilities the demand for a number of minerals and metals diminished. Foreign supplies once more became available in the American market, whose absorptive capacity was suddenly reduced.

The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 1184-1186

MAKERS CONTINUE TO REDUCE PRICES

Mercurials and Citrates Decline Again—Acetanilid Lower—Caffeine Down Again—Quinine Weak—Cocoa Butter Off—Deflation Continues in Orderly Manner

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

	Advanced	Declined
Acetanilid, 5c lb.	Mercury—	
Acid Citric, 5c lb.	Bisulfate, 9c lb.	
*Acid Tartaric, 5c lb.	Blue Mass, 3c lb.	
Amidopyrine, \$1 lb.	Blue Oint., 3c-5c lb.	
Bay Rum, 10c gal.	Citrine Oint., 3c lb.	
Bromine, 22c lb.	Calomel, 9c lb.	
Caffeine Alk., 25c lb.	Corros. Subl., 9c lb.	
Cocoa Butter, 2c lb.	Iodides, 10c lb.	
Gelatin, S. L., 20c lb.	Red Precip., 10c lb.	
Clatrates, Iron, 3c lb.	White Precip., 9c lb.	
and Ammon, 3c lb.	With chalk, 3c lb.	
Green Scales, 3c lb.	Potassium Iodide, 10c lb.	
Phosphate, 2c lb.	Quinile Sulf., Java, 2c oz.	
Pyrophosphate, 2c lb.	Silver Nitrate, 3c oz.	
Potassium, 3c lb.		
Sodium, 3c lb.		

*Second Hands

Trend of the Market				
	Today	Last Week	Last Month	Last Year
Acetanilid	\$40	\$45	\$45	\$41
Acid Citric, resellers.....	.50	.50	.55	1.04
Calomel, American	1.10	1.18	1.19	1.76
Camphor, Jap., ref.....	.95	.95	1.05	2.20
Caffeine Alkaloid	6.75	7.00	7.25	7.00
Iodine, Resublimed	4.00	4.00	4.35	4.50
Menthol	4.00	4.00	5.25	10.00
Morphine Sulfate	6.80	6.80	6.80	9.80
Potassium Bromide, Cryst.....	.47	.47	.63	.50
Quinine Sulfate, Java .....	.50	.52	.65	.80
Sodium Salicylate .....	.50	.50	.50	.50
Strychnine Sulfate	1.55	1.55	1.55	1.40
Average	2.33	2.36	2.51	3.24

American manufacturers continue to cut prices on many items owing to competition from imported goods and holdings in resale hands, lack of demand and lower costs of raw materials. With little or no exception, chemical and drug prices reflect the general weakness of the market and the prolonged session of buying inactivity. So far the downward march of prices has been extremely orderly and, as the worst is conceded to be past, there is no reason to believe that the balance of the deflation movement will be characterized by anything further than general financial tightness and well distributed losses. When the comparatively few business casualties, which have been recorded thus far, are considered and compared with the severity of the deflation process, it is obvious that the chemical and drug industries have been prepared for the crash which they knew was bound to come.

Owing to the easy position of quicksilver, manufacturers have reduced the mercurials again. Makers have cut citric acid and citrate prices. Acetanilid has been reduced by manufacturers. The bromides continue very weak. Caffeine is down again on lack of demand. Cocoa butter is easier. Demand for glycerin is light and holds it soft. Menthol is weak but unchanged. Demand for quinine shows little improvement. Bay rum tends to slide off slightly. Accumulations of cream tartar and tartaric acid are being moved with difficulty. There is little buying of cod liver oil. Formaldehyde continues very weak.

Acetanilid—Because of the lack of demand and weakness of the raw materials, American manufacturers of

acetanilid have reduced their prices this week to a basis of 40c a pound for 200 pound barrels of U. S. P. goods. Competition from resellers still drives the market down however, and the second hands are selling far under the makers, quoting 28c a pound for spot U.S.P. goods.

Acid Citric—Manufacturers have moved a step nearer the resale market figure by reducing their prices for citric acid this week to 55c a pound for crystals in barrels. Resellers appear to have reached bottom prices or very close thereto at 48c a pound for spot goods in kegs, duty paid. The price has held near this level for three or four weeks with little change and most of the weakly held citric appears to have been eliminated. Of course, there may be some shading by a few sellers to 47c or even 45c but 48c@50c is the market for spot goods.

Acid Oxalic—Supplies are large and finding buyers holding off. The price for spot goods in kegs, domestic or imported, is 17c a pound.

Acid Tartaric—Resale goods are reported available down to 45c a pound, duty paid. Large stocks have accumulated on the spot owing to the size of recent importations. Some sellers are refusing to do better than 47c. Manufacturers quote 61c without change for crystal or powdered.

Alcohol—Stocks of wood have increased materially. Second hands are naming \$1.75 a gallon for spot goods. Denatured is also easier at 80c up to 83c as to seller and formula.

Amidopyrine—Recently imported goods are offered here at lower prices, \$8.50 a pound being the lowest figure heard. Some sellers quote \$10.00 and up to \$15.00 for brands.

Antipyrine—Weak and with demand at low ebb still is the report on antipyrine. Spot goods are commanding \$2.50 a pound here.

Aspirin—Acetylsalicylic acid is quoted lower by makers at 80c in bulk. Resellers name 75c without change. The weakness of salicylic holds aspirin in a similar position.

Bay Rum—Demand has slowed down materially and the tendency is to shade prices. Slightly lower quotations are again noted this week at \$3.50 a gallon for denatured with salicylic acid and \$3.75 with quinine.

Bromides—With imported goods held well below American made in spite of the recent reduction in the latter, the market here is weak. Spot potassium bromide is quoted at 27c and sodium at 25c a pound, European origin. American potassium bromide is 45c@47c and sodium 43c a pound.

Caffeine—Manufacturers have moved their price down to \$6.75 a pound to meet the level instituted by resellers last week. Demand continues very light. Increased stocks of tea sweepings are likewise available here. Citated is \$5.50@\$6.00 a pound.

Camphor—Sellers are openly quoting 95c a pound for spot goods in cases, duty paid. For a large lot in the present dull market, it is intimated that less than this could be done. Demand continues very small. American refiners continue to adhere to their schedule of \$1.20 a pound for bulk gum in barrels with tablets ranging up to \$1.27½. Japanese tablets are firm at 1c under the American schedule. As to manufacturer,

monobromated camphor ranges from \$2.50 up to \$2.75 a pound.

Castor Oil—The demand is light with price unchanged at 14c a pound for AA oil in barrels.

Cocoa Butter—The price of bulk cocoa butter has been reduced to 28c a pound here. Fingers in cases are still held unchanged at 42c a pound up as to brand and packing.

Cod Liver Oil—Buying continues light in spite of the arrival of cold weather. Prices are unchanged. Spot goods are held at \$45.00 a barrel as an inside figure for both Newfoundland and Norwegian oil. Some brands are commanding up to \$50.00 a barrel.

Cream Tartar—This item is weak and in small demand at 40c a pound in resale hands and 49c from manufacturers for U.S.P. goods.

Citrates—Owing to the lower price for citric acid, manufacturers have reduced the citrates and other derivatives of the acid to the following basis: Iron citrate U. S. P., \$1.04; and ammonium citrate, 89c; green scales, \$1.15; iron phosphate, U.S.P., 92c; iron pyrophosphate, U.S.P., 97c; potassium citrate, \$1.60; sodium citrate, VIII, 91c and IX, \$1.06 a pound.

Epsom Salt—U.S.P. goods are still apparently held here at \$3.00 a hundred in spite of the reported large importations of German goods, said to be U.S.P., offered freely at \$1.75. Stocks pressing for sale are large and holders are anxious sellers.

Formaldehyde—Reports early in the week indicated a firmer market and buying orders placed at 17½c could not be filled. Late last week sales were made down to 16c but an increased inquiry induced some holders to boost their quotations to 20c. Makers adhere to 27c a pound.

Gelatin—Silver label gelatin is now obtainable here at \$1.50 a pound.

Glycerin—The small demand and lower price of crudes hold refined glycerin weak. C. P. in drums is now easy at 21c a pound. Dynamite is quoted at 17c with sales reported at 16c. Crudes are reported at 10c@11c.

Menthol—Continued weakness is still the keynote of the situation. On the spot, distress material is still being offered at \$3.75 a pound, duty paid, for cases, although most sellers are asking \$4.00 and \$4.25. For shipment, \$3.25 c. i. f. has been reported.

Mercurials—Metallic mercury is still weak and in small demand with actual sales reported at \$51.00@\$53.00 a flask and quotations ranging up to \$60.00. Owing to the easier position of the metal, manufacturers have again reduced the mercurials. The new basis includes calomel at \$1.10; corrosive sublimate at \$1.00@\$1.05; bisulfate, 68c; blue mass, 59c@61c; red precipitate, \$1.19@\$1.29; white precipitate, \$1.39@\$1.44; mercury with chalk, 59c; iodides, red, \$3.25; green and yellow, \$3.15.

Phenolphthalein—Manufacturers have advanced the price of phenolphthalein to a basis of \$1.80 a pound.

Potassium Iodide—Although manufacturers quote \$3.00 a pound basis lots of 50 pounds, resellers have reduced their prices to \$2.80 here.

Quinine—Accumulations here are being moved into consuming channels with difficulty and by price shading on the part of holders. Spot goods, both Japanese and Java, are quoted at 50c an ounce in 100 ounce tins as lowest here. Some lots of American sulfate in resale hands are offered at 60c. Domestic manufacturers quote 70c unchanged.

W. H. Colebrook's Sons, 1419 Orange street, Syracuse, N. Y., manufacturers of asbestos products, have filed plans for alterations and extensions to its plant.

MAY SELL HOT GINGER

The suggestion of the Flavoring Extract Manufacturers' Association that Jamaica ginger be made twice as hot and keep its same alcoholic content has been accepted by the prohibition officials. The authorities had intended to prohibit the sale of tincture of ginger entirely, and permit nothing to be sold but fluid extract of ginger, which is five times as strong as the present U. S. P. tincture of ginger.

The ruling of Commissioner of Internal Revenue Williams follows:

On and after ninety days from the date hereof U. S. P. tincture of ginger, whether sold as Jamaica ginger, essence of ginger, extract of ginger, or by whatever other name known, is hereby classed as a U. S. P. alcoholic preparation fit for use for beverage purposes, and may be manufactured, sold, transported and used only in the manner provided for other similarly classed official preparations listed in section 60 (b) of regulations No. 60 and prohibition mimeograph No. 87.

Section 94 (a) of article XVII of regulations No. 60 is hereby revoked.

An alcoholic extract of tincture of ginger made in accordance with the process described on page 469, ninth revision of the U. S. P., will be classed as unfit for use for beverage purposes, provided the quantity of ginger root used is as follows:

Jamaica ginger No. 30 powder, 400 grams to make 1,000 milliliters.

PROTEST KRAMER'S PROPRIETARY PLAN

Prohibition Commissioner Kramer's proposal to limit the sale of alcoholic preparations to specific trade channels to prevent their use for beverage purposes met emphatic protests from the National Association of Wholesale Druggists, the Proprietary Association, the National Flavoring Extract Manufacturers' Association, the National Wholesale Grocers' Association, the Manufacturing Perfumers' Association, the Interstate Manufacturers' Association and others. The effect of the protests has been to induce the Commissioner of Internal Revenue to withhold his approval of the regulation and promise that a hearing will be granted to representatives of the interested trades before further action is taken.

PROPRIETARY ASSOCIATION TO AID KRAMER

The Executive Committee of the Proprietary Association adopted a resolution at a meeting at the Astor House, New York, last week, requesting members of the Association to report to the officers any wilful violations of the prohibition law which they may observe in order that the Association may give information to the Prohibition Commission.

It was subsequently decided by the Association to collect the necessary evidence of violation of the law in the manufacture of medicinal preparations, and assist the prohibition officials in prosecuting the cases.

The Petrograd Council of Public Economy has issued a decree to lay an embargo on all concerns producing perfumery and cosmetic products in Petrograd. The following concerns are sequestered: The Petrograd Chemical Laboratories Company, the Sopitat Company, the D. E. Eliasheff & Co. house, the Zemrud Perfumery Factory, the Englund Cosmetic Laboratory, the Cartonin Company, the Nevsky Chemical Factory, and the N.N. Karabanoff Company.

The Insecticide and Disinfectant Manufacturers Association will meet at the Murray Hill Hotel, New York, on Dec. 13 and 14.

The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 1192-1194

NAPHTHALENE CONTRACT PRICES CUT

Producers Hold Large Stocks of Colors and Intermediates—Few Reductions Made for the Purpose of Making Sales—Increasing Demand for Fur Dyes

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

	Advanced	Declined
Phenol, 3c lb.		
Para-phenylenediamine, 30c lb.		

Trend of the Market				
	Today	Last Week	Last Month	Last Year
Benzene, C. P.	gal. \$.85	gal. \$.80	gal. \$.35	gal. \$.34
Naphthalene, flake	lb. .08	lb. .11	lb. .06	lb. .06
Phenol	lb. .11	lb. .07 1/4	lb. .12	lb. .12
Xylene, 10 degrees	gal. .45	gal. .45	gal. .45	gal. .40
Toluene, pure	gal. .35	gal. .35	gal. .35	gal. .26
Aniline Oil	lb. .22	lb. .22	lb. .26	lb. .22
Benzaldehyde	lb. .45	lb. .45	lb. .45	lb. .65
Betanaphthol, dist.	lb. .42	lb. .42	lb. .50	lb. .50
Paranitroaniline	lb. 1.05	lb. 1.05	lb. 1.15	lb. 1.00
<i>o</i> -Toluidine	lb. .27	lb. .27	lb. .27	lb. .25
Average	..... 0.374	..... 0.366	..... 0.400	..... 0.364

The dye and intermediate markets have remained sluggish with few quotable changes. The demand from the textile industry has been very slow and stocks of both colors and intermediates in producers' hands have been large. The reluctance of manufacturers to bring prices into better line with the ideas of buyers has continued although in a few cases the break has been made. Some stocks which were recently offered by extremely weak holders have passed into firmer hands with the result that the general appearance of the market is somewhat firmer. However, there is much weakness still to be found in some items.

The price changes of the week have been of little importance except in the case of naphthalene. Producers have reduced their prices on naphthalene contracts to prices slightly above the recent weak second-hand market which places it on a more nearly cost-plus basis. Benzene, phenol, and para-phenylenediamine have passed from weak hands to stronger ones and are generally quoted around producers' levels. Otherwise the quoted market basis has remained unchanged in spite of the lack of consuming demand.

Coal Tar Crudes

Benzene—Reports that producers have reduced their prices for pure benzene were denied. Quotations from leading producers are still held on the basis of 35c per gallon for pure benzene in tank cars with correspondingly higher figures asked for smaller lots. Second hand offers as low as 30c per gallon have been largely withdrawn as stocks have passed into firmer hands. The announcement of contract prices has not yet been made but it is expected that lower prices than those now quoted will be named in spite of the continued strength of the petroleum situation.

Naphthalene—Producers have reduced their contract prices to what amounts to a cost plus basis of 9c per pound for flake and 10c per pound for balls. There seems to be a possibility of doing 8 1/2c and even 8c per pound for carlot quantities on contracts but lower than 9c per pound has not been quoted. The second hand market has been slightly firmer as stocks have been moved into stronger hands and 8 1/2c per pound seems

to be pretty near the bottom. Rumors of offers as low as 7 1/2c per pound for resale lots from consumers could not be confirmed. The general outlook is much more hopeful and consumers are more inclined to accept contracts at the present prices since there is little hope of further reductions until raw materials and labor have gone down considerably.

Phenol—Lots which were offered recently as low as 7 3/4c per pound have been moved to stronger hands and the general level now is around 11c per pound as the low price. Government stocks are still available at 12c per pound and up according to quantity. The market is very sluggish with consumers showing little or no interest.

Intermediates

Acid, Anthranilic—Prices have remained unchanged on the former basis of \$2.20@\$2.50 per pound for refined and \$1.70@\$2.00 per pound for technical acid.

Acid, Gamma—Prices are still named by producers around \$3.75 per pound and up according to quantity for gamma acid. The market has been very dull.

Acid H—Prices around \$1.60@\$1.70 per pound are quoted with little interest from buyers.

Acetanilide—Stocks of U. S. P. acetanilide continue heavy with selling pressure evident and while producers continue to hold their prices on technical up around the former levels of 40c per pound, odd lots are to be had much below this level. Sales of pure acetanilide as low as 28c per pound have been heard during the week and it is probable that a price approaching this can be done for the technical.

Aniline Oil—The price level for aniline oil continues more or less of a problem in the absence of business of any magnitude. Quotations as high as 30c per pound are heard but they are subject to such shading in most cases as to be of little meaning. Quotations around 24c per pound drums inclusive have been freely given in various quarters. While this is equivalent to a naked price of 21 1/2c per pound there have been distressed lots

Those Unreliable American Dyes?

VIII

Havens & Geddes, a wholesale dry goods house in Indianapolis, had a contract last year for piece-dyed indigo goods, on which they were unable to get deliveries. The excuse of the mills was that they could not get a satisfactory level shade with American synthetic indigo.

At the very time they made this excuse, these same mills were delivering in the New York market piece-dyed indigo goods for which they were getting a higher price than that of their contract with the Indianapolis jobber.

To put off contract deliveries in order to take advantage of a higher spot market and blame American made dyes is a bit of business sharp practice that is very keen, but—

Remember, at the time of the dye famine, the American textile industry was saved from "white markets" by the super-human efforts of the American chemist and the American dye maker.

in the market as low as 16c per pound. A fair price under the circumstances seems to be around the 21½c mark as the lots at lower prices are usually small. Demand has been very slow although one producer states that he is making contracts for the coming year in good volume. This condition does not seem to be general.

Benzaldehyde—The former differential between producers' and resellers' prices remains. The former are quoting 55c per pound while stocks are to be had in good volume as low as 45c per pound. Some possible shading of the resale price is hinted in some directions.

Beta-naphthol—Prices continue around 40c@43c per pound according to holder and quantity. Makers are quoting much higher figures but admit that they are not taking on any considerable amount of business at their prices. The resale market is dull with interest from buyers of all kinds at a low ebb. The general quoted level is 42c@43c per pound on the spot. Stocks are in somewhat less distress than formerly and there seems to be some indication that the present level will be near the bottom.

Dimethylaniline—Prices are held on a fairly firm basis of 75c@78c per pound although demand has been very limited. Stocks have not been heavy and there is little prospect of reductions in the present level on account of pressure on sellers. The new contract levels have not been announced as yet so that it is impossible to say what producers' ideas are following the recent weakness of the wood alcohol market.

Dinitrobenzene—Prices are given as 29c per pound and up according to quantity. Demand has been very light.

Para-nitroaniline—Prices of \$1.05 per pound can be readily done on the spot for round lots and producers are willing to make contracts to begin deliveries after January first at this level. Some shading of this figure may be possible in resale lots but as a rule stocks are well held at this level.

Para-phenylenediamine—Offers of resale lots a short time ago as low as \$1.75 per pound have been taken up and the market is firm at \$2.20 per pound and better according to holder and quantity. A decided revival of interest from the fur dyers has forced para into a very strong position. Some holders are quoting up to \$2.50 per pound and report scattering sales at even this high price.

FIX DUTY ON GALL NUT EXTRACT

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—The United States Court of Customs Appeals has upheld the decision of the Board of General Appraisers in overruling a protest by importers in connection with the importation of "gall nut extract." The merchandise in this case was assessed for duty by the Collector of Customs at the rate of 5c per pound under the classification of tannic acid in connection with the tariff act of 1913.

The importers protested, claiming alternatively that the merchandise was either dutiable at three-eighths of one per cent per pound under the provision for "extracts and decoctions of nut galls" in paragraph 30, or was free of duty as a tanning material under paragraph 624 of the act. The Board of General Appraisers heard the protest and overruled it. The importers appealed from this decision, but the court has upheld the Board.

The Zobel Color Works has obtained judgment against Edward W. Pierce for \$2,345.55. The Mutual Chemical Co. has entered judgment for \$2,046.10 against the Frederick Reed Corporation.

IMPORTERS OF LIGNUM EXTRACT UPHELD BY CUSTOMS APPEALS COURT OF U. S.

By-Product of Sulfite Wood Pulp Was Assessed at 10 Per Cent Ad Valorem as Waste—Protest Overruled by Board of General Appraisers Who Are Overruled In Final Decision

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—The United States Court of Customs Appeals in a decision just rendered has reversed the decision of the Board of General Appraisers which overruled a protest in connection with the importation into the United States of Lignum extract in tank cars from Canada. This extract is a by-product from the manufacture of sulfite wood pulp and the shipment in question was assessed with duty at the rate of 10 per cent ad valorem as waste not specially provided for under the tariff act of 1913.

The importers protested against the assessment, claiming among other things a right of free entry for the merchandise under the provision for "extracts of oak and chestnut and other barks and woods other than dye-woods such as are commonly used for tanning," contained in the same act. The Board of General Appraisers heard the protest of the importers and overruled it, from which decision the importers appealed to the court and the court has upheld the importers.

The court in its decision says in part: "It appears without dispute that the imported liquid was first produced as a waste resulting from the manufacture of sulfite wood pulp, and that it was subsequently processed to bring it to its present position." The court continues:

"It may be stated that the evidence establishes beyond question that the imported material is at least suitable for use as a tanning material, and that it is actually used in tanning operations. One of the witnesses, Joseph Daoust, the president and general manager of a Montreal tannery and shoe factory, testified directly to this fact and exhibited samples of leather which had been tanned by means of a liquid composed in equal parts of the present material and the extract of quebracho. The other testimony also sustains the suitability of the liquid as a tanning material, and indeed the record contains no contradiction of that fact."

In conclusion the court says: "We have not overlooked the fact that the Government claims the importation to be dutiable alternatively as tannin at 5c per pound, or as an acid not specially provided for at 15 per cent ad valorem, or as a chemical compound at 15 per cent ad valorem, or as a non-enumerated manufactured article at 15 per cent ad valorem. These claims are presented for consideration in case the assessment as waste should be disapproved. We need not discuss these alternative claims in detail. We may say in general that according to our view the article is not unenumerated but responds directly to the indicated enumeration in paragraph 624, supra, and furthermore we do not think that it is classifiable as tannin or as an acid or as a chemical compound, and moreover the enumeration under which we place the article is more specific than these. The decision of the Board overruling the protest is accordingly reversed."

The directors of the Sherwin Williams Co. of Canada have declared an initial quarterly dividend of 1½ per cent on the common stock, payable Dec. 31 to holders of record Dec. 15. The profit and loss account for the year ended Aug. 31, last, shows net earnings of \$1,281,339, compared with \$990,919, in the previous year and the surplus was \$3,417,961, compared with \$2,684,051.

The Oil Market

Current Spot Quotations of Oils, Tallow, Greases, Page 1186; Naval Stores, Page 1184

LINSEED AND SOYA BEAN OIL LOWER

All Vegetable Oils Weak—London Prices Drop—Naval Stores Decline, But Buyers Show No Interest—Animal and Fish Oils Show Little Change

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

	Advanced	No Advances	Declined
China, Wood, 1c lb.	Palm Kernel, $\frac{1}{2}$ c lb.		
Corn, Crd., $\frac{1}{2}$ c lb.	Peanut, $\frac{1}{2}$ c lb.		
Cottonseed, crd., $\frac{1}{2}$ c lb.	Rapeseed, 10c gal.		
Cottonseed, P.S.Y., $\frac{1}{2}$ c lb.	Rosin, \$1 bbl.		
Linseed, 7c gal.	Soya Bean, Coast, $\frac{1}{2}$ c lb.		
Menhaden, ref'd, 2c gal.	Soya Bean, Spot, $\frac{1}{2}$ c lb.		
Palm, $\frac{1}{2}$ c lb.	Turpentine, 3c gal.		

Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.80	\$.80	\$.85	\$ 1.14
Degras, bbls.	.06	.06	.06	.07 $\frac{1}{2}$
Lard, No. 1	1.10	1.10	1.19	1.50
Menhaden, crd. tanks	.40	.40	.45	.55
Neatsfoot, 20 deg. ct. gal.	1.65	1.65	1.65	1.90
Red Oil, distilled	.09 $\frac{1}{2}$	.09 $\frac{1}{2}$	.11 $\frac{1}{2}$	.16 $\frac{1}{2}$
Stearic Acid, T. P.	.19	.19	.22 $\frac{1}{2}$	.30
Coconut, Ceylon, Dom., bbls.	.14	.14	.15 $\frac{1}{2}$	.17 $\frac{1}{2}$
Cottonseed crude, tanks*	.06	.06 $\frac{1}{2}$	.07 $\frac{1}{2}$	.20
Linseed, Carlots, bbls.	.79	.86	1.00	1.77
Olive, denatured	2.85	2.85	3.00	2.50
Peanut, refined	.14 $\frac{1}{2}$	.15 $\frac{1}{2}$	.17	.26
Soya Bean, bbls.	.10 $\frac{1}{2}$	.11	.12	.17 $\frac{1}{2}$
Average	0.644	0.651	0.697	0.859
*F. O. B. Mills				

The general softness of the oil market has continued without material change. Prices have continued downward with a decided break in soya bean oil on the Coast the feature of the week. Discussion of the situation in the trade hinges principally on whether the bottom has yet been reached and if not yet when will it be reached. Some factors in the market are of the opinion that strong buyers could now take up stocks for speculation with a fair prospect of winning within six months or so. Others look for still further reduction in the present price level which will bring oils into a more normal alignment than present prices, and advise that speculative buying be held off until after the first of the year. Agreement is reached on the prospect of a rather decided bulge in prices followed by a decline as soon as buyers come into the market. For the immediate present there seem to be few hopeful signs visible. Short sellers are in evidence in the speculative market which has continued downward on account of the lack of real consuming interest.

Declines have been general with linseed and soya bean oils as the most interesting. London linseed prices dropped considerably during the week and seed markets have followed. China wood, corn, cottonseed, palm, palm kernel, peanut and rapeseed oils are also lower, although there is little significance to be attached to any individual decline.

The animal and fish oil markets show little change from their former weak positions except in the case of refined menhaden oils which have been reduced slightly.

The naval stores market lacks consuming interest. Prices have been reduced further but buyers have failed to respond. The London market has remained with little real change although quotations are slightly higher.

Vegetable Oils

Linseed Oil—Quoted prices on linseed oil are down to 79c per gallon in car lots for November-January de-

livery and 80c per gallon for February-June delivery. These prices have little meaning in the face of a rapidly declining seed market and an absence of demand for oil. Tank car lots of oil are to be had down to 70c per gallon in some cases although the quoted prices are around 72c@73c per gallon. The general situation is very weak with no buying interest of consequence. Single barrels are still quoted around \$1.00 per gallon by leading crushers. The London market broke sharply during the week from 55 shillings to 46s 6d per quintal on the spot there. The low point of the movement was 44 shillings per quintal with a later rise bringing the price to its present level. Antwerp quotations have broken but not in proportion to the break in London and are now around 310 francs per hundred kilos.

The flaxseed markets showed a sharp slump during the week with all prices lower. Buenos Aires quotations dropped to \$1.51 per bushel with even this figure weak. Duluth prices are down to \$1.90 per bushel and Winnipeg is quoting \$1.28@\$1.85 per bushel.

Castor Oil—The castor oil market has remained without change around 14c@15c per pound for No. 1 oil and 12c@12 $\frac{1}{2}$ c per pound for No. 3 oil in barrels.

China Wood Oil—The wood oil market has broken 1c per pound during the week and even following the break prices have continued soft. Soft lots in barrels were quoted down to 13c@13 $\frac{1}{2}$ c per pound in barrels although there were holders in the market at slightly higher levels. The Coast market showed a similar break and was quoted down to 11 $\frac{1}{2}$ c@12c per pound. Business at the reduced price was little better than before in spite of the low stocks which are known to exist in consumers' hands.

Coconut Oil—Prices have remained on the same quoted basis except in the case of Manila oil on the Coast which was shaded slightly. Ceylon tanks spot were around 13c@13 $\frac{1}{2}$ c per pound and Cochin around 14c@14 $\frac{1}{4}$ c per pound. Manila oil in tanks on the Coast was quoted around 11 $\frac{1}{2}$ c@12c per pound. Business has been very slow but holders of coconut oil seem in position to hold prices well up in spite of the lack of demand. Copra on the Coast was quoted lower around 6c per pound.

Corn Oil—Corn oil has been reduced following the general weakness of cottonseed and soya bean oils. Crude oil in tanks f. o. b. mills is quoted down to 8 $\frac{1}{2}$ c per pound with barrels at 10c@10 $\frac{1}{2}$ c per pound. The spot market for refined oil was around 14 $\frac{1}{2}$ c@15c per pound in barrels. Demand generally has been slow.

Cottonseed Oil—Crude cottonseed oil in buyers' tanks f. o. b. mills south is off slightly around 6c per pound. Quotations are generally slightly higher at 6 $\frac{1}{2}$ c per pound although sales have been made at the lower figure. Prime summer yellow has been gradually forced to lower levels on the Exchange with quotations now around 8 $\frac{1}{2}$ c@9 $\frac{1}{2}$ c per pound. The downward trend has been slightly slower if anything but has not been definitely checked as yet.

Palm Oil—Lagos palm oil in casks is quoted lower around 9c@9 $\frac{1}{2}$ c per pound on the spot. Niger oil is also off to 8 $\frac{1}{2}$ c@8 $\frac{1}{2}$ c per pound. The market has continued sluggish with weakness evident among holders.

Palm Kernel Oil—Domestic palm kernel oil has been

reduced to 14c@14½c per pound by crushers. Imported oil is lower at 13½c@13½c per pound.

Peanut Oil—The market continues sluggish for peanut oil with further declines recorded. Crude oil on the Coast and f. o. b. mills is now quoted on a parity at 8½c @9c per pound in tanks with few takers. Refined oil has been reduced to 14½c@15c per pound in barrels spot by leading refiners. The continued weakness of cottonseed oil has aided in keeping this oil weak.

Rapeseed Oil—Refined and blown rapeseed oils on the spot have been reduced 10c per gallon and are still soft on the lack of demand. Quotations on blown are now given as \$1.30@\$1.40 per gallon in barrels and on refined as \$1.10@\$1.20 per gallon. Coast quotations remain unchanged around 11½c@12c per pound in tanks.

Soya Bean Oil—Weak holders are in control of the Coast market and are continuing to shade prices in the absence of demand. December oil is now quoted around 6½c@7c per pound in sellers' tanks Coast with few takers and the possibility of shading this price suggested. Futures (January-March) are named around 7c per pound in tanks. In view of the apparent strength of the Oriental market some factors in the trade are inclined to believe that soya bean oil below 6½c per pound on the Coast is a good speculative buy with a prospect of realizing within perhaps six months. Others hold the opposite opinion and look for further reductions in view of the low prices on cottonseed oil now quoted. The future is at least problematical with weakness still evident in holders of stocks. Spot barrels of crude are lower at 10½c@11c per pound with edible oil quoted down to 13c@13½c per pound.

Fish Oils

Cod Oil—Quotations have been generally withdrawn on account of the extreme dullness which has recently developed in cod oil. Buyers are refusing to consider purchases at any price for the present.

Menhaden Oil—Crude menhaden continues soft at former levels around 40c@42c per gallon in barrels f. o. b. mills and 37c per gallon in tanks. The refiners of menhaden have reduced their quoted basis recently in view of the general shading and are now quoting on the basis of 78c per gallon for light pressed oil. Other qualities are held at proportionate prices.

Naval Stores

Rosin—Prices have been reduced \$1.00 per barrel on the spot during the week and are now quoted on the basis of \$10.75 per barrel for WW and \$10.50 per barrel for the lower grades. Demand has continued slow.

Turpentine—The spot turpentine market has continued sluggish with slightly lower prices quoted on the basis of 97c per gallon for gum spirits. The primary markets have remained weak and sluggish although a flurry early in the week forced quotations up to 92½c per gallon. The English market has been fairly firm with 114 shillings per quintal quoted as against 112 last week.

The Bureau of Foreign and Domestic Commerce, Department of Commerce, Washington, D. C., announces that a list of oil mills and exporters of vegetable oils in India is ready for distribution under reference number FE-21023. This list includes mills and exporters of coconut, cottonseed, linseed, sandalwood, peanut, and seasmun oils.

The Lampton, Crane & Ramey Co., Louisville, Ky., manufacturers of paints and kindred specialties, has filed notice of an increase in capital from \$125,000 to \$375,000.

The Marden, Orth & Hastings Company has removed its Cleveland, Ohio, office from the Illuminating Building to the Marion Building.

OIL PRICES AT MARSEILLES

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

Marseilles, France, Nov. 11.—The market for oils has not suffered much change during the month. Prices are stationary as far as olive oil is concerned. The new crop promises to be normal. Prices per hundred kilos are as follows:

	Francs
Bouches du Rhone	1130
Var	1100 to 1125
Aragon	1175 to 1200
Andalusian	1050 to 1150
Corsican	600

Edible oils are quiet and prices are sustained. The prices per 100 kilos are as follows:

	Francs
Peanut oil	440
Sesame	430
Cottonseed	480

Oils for manufacturing purposes:

	Francs
Peanut oil	350
Sesame	340
Cocoanut	430
Palm	395
Linseed	530
Colza	425

The market for palm oil and glycerin is quiet with a tendency to go lower. Prices per 100 kilos follow:

	Francs
Lagos palm	300
Glycerin, from saponification	470
Glycerin, from lye, 80%	380
Glycerin, from lye 40%	80

The market for oleins is higher. Prices per 100 kilos follow:

	Francs
Olein, from saponification	610
Olein, from distillation	600

The market for stearines is quiet and lower. Prices per hundred kilos:

	Francs
Pure, from saponification	605
Oils extracted by carbon bisulphide:	
Oil from olive pits	300 to 375
Sulphurated peanut oil	285
Sesame oil from the oil cake, sulphurated ..	310
Castor oil, pharmaceutical,	425 to 450
Castor oil, first press	390
Castor oil, second press	375

MARSEILLES SOAP PRICES

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

Marseilles, France, Nov. 11.—Business in soaps has been practically dead and prices are nominal. Prices per 100 kilos follow:

	Francs
Marseilles, pure white	400
White, extra resinous	300 to 310
Yellow, extra resinous	285
Blue, pure	285
Soap powder, pure	300 to 525

The American Pure Paint Co., 575 Connecticut avenue, West Gary, Ind., has construction under way on a one-story addition to its plant. It will be brick, 40 x 100 feet and is estimated to cost \$50,000.

The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 1186-1188

BUSINESS ROUTINE IN CRUDE DRUGS

Spot Buckthorn Lower—Curacao Aloes and Acacia Easier—Arnica Flowers Drop—Henna Off Somewhat—Gilead Buds Down—Powdered Nux Easier

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced
No Advances Recorded
Declined

Acacia, Amb. Sta., ½ lb.	Calendula Petals, 30c lb.
Arnica Flowers, ½ lb.	Chamomile, Hung. Styl., 3c lb.
Aloes, Curacao, ½ lb.	Cuttlefish Bone, 2c lb.
Alkanet Root, 5c lb.	Ergot, Span., 25c lb.
Asafetida, Powd., 25c lb.	Elm Bark, 3c lb.
Balm Copaiba, Para, 5c lb.	Henna Leaves, 3c lb.
South American, 5c lb.	Lobelia Herb, 3c lb.
Balm Gilead Buds, 16c lb.	Nux Vomica, Powd., 1c lb.
Buckthorn Bark, 3c lb.	Pulsatilla Herb, 10c lb.

Trend of the Market

	Today	Week	Last Month	Last Year
Aconite Root, U.S.P.	\$45	\$45	\$45	\$70
Buchu Leaves, Short.	3.00	3.00	3.20	2.20
Cantharides, Russian	2.75	2.75	2.75	3.75
Cocculus Indicus	.22	.22	.22	.60
Ergot, Spanish	1.75	2.00	2.25	4.00
Insect Powder, pure	.65	.65	.65	.65
Ipecac, Cartagena	3.00	3.00	3.25	3.25
Nux Vomica	.13½	.13½	.14½	.08
Opium, gun.	7.50	7.50	7.50	7.00
Rhubarb Root, H. D.	.60	.60	.70	1.75
Tragacanth No. 1 ribbon	4.25	4.25	4.50	4.50
Wild Cherry Bk, thin nat.	.10	.10	.10	.15
Average	2.05	2.06	2.14	2.38

Manufacturing consumers are reported to be preparing to enter the market for 1921 requirements, particularly on domestic items, about the first of the year. At present, demand is still routine and confined to hand-to-mouth purchases. There is a steady flow of orders but they approximate ten per cent of the normal quantities usually purchased at one time. The past ten days has seen a slight improvement in the volume of business but the quantity of goods going into consuming channels is still far below what it should be at this time of the year. Price movements are still downward although declines, even among weak imported items, lack the severity noted a month ago. Prices appear to be more stable and the general drug situation considerably less cloudy with confidence improved.

The important crude drugs which have moved down this week include buckthorn bark at lower figures. Arnica flowers are weak and lower. The easier position of buttons has resulted in a lower price for powdered nux vomica. New offers of elm are slightly cheaper although supplies are below the average. Curacao aloes and acacia amber sorts are easier. Balm Gilead buds are down somewhat. Ergot, although reported higher in Spain, is lower here. Calendula petals have dropped again. Henna is down further. Spanish chamomiles, Hungarian style, are cheaper. Copaiba balsams continue easy. Powdered asafetida is lower. Alkanet is down slightly.

Crude Drugs

Balm Gilead Buds—Offers of prime Gilead buds on the spot are reported at \$1.45 a pound, showing a decline from the \$1.60 level.

Cantharides—Chinese are easier at 85c for whole on spot although the powdered is firmly maintained at \$1.35 a pound by millers.

Ergot—Reports indicate a sharp rise in the price of

ergot in Spain. This has had no effect whatever on the American market, in fact, sellers here have cut their prices to a basis of \$1.75 a pound. Large quantities in the hands of direct importers are reported to have changed hands between importer and dealer at \$1.50. Demand from consuming channels is still very slack.

Lycopodium—Lycopodium is still a firm item with supplies small on the spot. The price holds firmly at \$3.75@\$3.95 a pound.

Nux Vomica—Calcutta has offered out stocks too rapidly and in too large quantities for this market not to lose confidence in the situation in India. Prices here are lower but cannot be termed weak by any means. Buttons, good grade washed, are held at 13½c@14c a pound. Millers have reduced powdered to 2lc a pound.

Balsams

Copaiba balsams are lower on better stocks at 38c@40c for Para and 45c for South American. Peru is easy but unchanged at \$2.00 a pound. Although offerings from primary markets are fair, spot stocks of Canada fir are depleted. Oregon is easier at \$1.60 a gallon. Tolu holds dull at 55c a pound.

Barks

Buckthorn—Sellers on the spot have dropped the price rather sharply to 12c a pound. For small jobbing lots up to 15c is named. Goods are coming in from Hamburg and offers for shipment around 9c are reported plentiful.

Cascara Sagrada—The Coast reports a firm market for shipment at 12c for 1920 peel in car lots. Spot business is passing at 16c for ordinary jobbing quantities. A quotation of 15½c for a car spot was awarded the order this week. Old bark ranges up to 18c for 1918.

Cinchona—Quills are held at 45c@50c a pound and easy thereat owing to the goods pressing for sale here. Broken red quills are 35c to 40c as to test, the latter figure being more generally quoted and a large lot only obtaining the benefit of the lower price.

Elm—The general situation in elm bark is slightly easier although available stocks in all markets are well below normal. The feeling is occasioned by quotations of 75c for bundles from Philadelphia, reported to be rather poor stuff, thin and stringy. The best here is 80c for a good sized order and 85c for smaller lots of nice grade bark. Grinding bark is available at 35c whole and powdered at 45c a pound.

Berries

The 18c seller of saw palmetto berries has moved up to 20c in accord with the general market here. Cubebes are firm at \$1.35 for ordinary and \$1.40 for powdered. Junipers are in light demand at 4½c. A fair jobbing request is noted for coccus indicus at 22c a pound.

Flowers

Arnica—Arnica flowers are very weak owing to new lots pressing for sale in the face of a small demand. The price has been cut to 17c a pound for spot goods with some dealers holding out for 18c.

Calendula Petals—Another cut in the price has brought spot quotations down to \$1.20@\$1.25 a pound here with demand reported very small.

Chamomiles—Hungarian style chamomiles out of Spain are offering here at 30c a pound. The genuine

Hungarian and German are quoted at 35c unchanged but subject to shading. Romans are 16c.

Insect—Offers from Japanese and Italian shipping points are more frequent with a tendency to shade prices. The spot market is more or less firm with a good inquiry in some quarters. Powder 100 per cent is openly named at 65c still but for a good lot 60c can be done.

Saffron—Spanish saffron is reported firmer and in better demand, although the price here remains at \$12.25 for one pound tins. Import cost at present shipment figures aggregates \$12.50. American saffron is unchanged at 75c a pound spot.

Gums

Curacao aloes are easier on the spot with sellers here quoting 8½c a pound. Jobbing lots are held at 9c. A further recession in the price of acacia amber sorts has been occasioned by larger offerings, the new figure being 13c in bales. Powdered asafetida is cheaper owing to the easier position of the lump material. Dealers here quote \$4.00 a pound for spot. Lump holds at \$3.00. Mastic is easier at 60c.

Leaves and Herbs

Buchu—Demand for buchu has become small as buyers have been scared off by the drop in the price from the \$3.30 level down to \$3.00 a pound for short leaf on spot. Rumors of the holdings in Cape Town have likewise added an element of uncertainty to the market here. Spot holdings are said to have been materially reduced, however, during the past few weeks. Sellers quote \$3.00 a pound for large lots and small.

Henna—Larger offerings of henna leaves find a small demand from consumers and the price tends to ease off as a consequence. Spot leaves are now quoted at 27c a pound here.

Lobelia—The herb is lower at 65c for spot goods.

Pulsatilla—Lower prices are in effect, sellers here quoting \$1.20@\$1.25 a pound for spot herb.

Roots

Alkanet—Some sellers here are doing 35c a pound although 38c has been heard in other quarters. The position is easier.

Colombo—Colombo root continues a weak item in this market with little demand for new goods at 8c a pound.

Ipecac—The position of ipecac continues soft in view of the new arrivals and the heavy offers from primary markets. Spot Cartagena is held at \$3.00@\$3.10 a pound with powdered at \$3.25@\$3.50. Rio is weak at \$2.75 for whole and \$3.00 for powdered.

Licorice—Good quality bundles are held firmly at 30c. Licorice holds its position extremely well in the face of good offerings from primary markets. Bales are quoted at 12c and powdered at 18c on spot.

Rhubarb—Easy on the spot owing to the position of Chinese exchanges and the small demand from consuming centers here, whole root is quoted at 60c@65c a pound and powdered at 70c@75c.

Sarsaparilla—Spot Mexican root is in small supply and firmly held in most quarters at 40c a pound although it is understood that 38c can be done. New lots should be coming forward shortly to replace those rejected by the Customs authorities here.

Seneca—No change in the situation has occurred. The country names 90c f. o. b. and spot sellers quote from this figure up to \$1.00 a pound. Demand is light and reserve supplies in primary markets are reported in the same position.

Importations of opium during the first nine months of 1920 amounted to 196,628 pounds, against 470,289 pounds in the same time last year and 131,775 pounds in the corresponding period of 1918.

NEW WAY TO HANDLE NARCOTIC CASES

Declaring that the prevailing methods in the handling of narcotics seized as evidence when persons have been arrested for violating the State poison law have often resulted in the escape of the defendants, District Attorney Matthew Brady, of San Francisco, has addressed a communication to Chief of Police D. A. White, suggesting radical changes. The present method is to book the evidence and deliver it to the property clerk for safe-keeping, in the same manner that evidence in other cases is recorded. It is pointed out that owing to the peculiar nature of the evidence in poison law cases, this has given rise to pleas by arrested persons that they have been made victims of police "frame-ups."

To protect the police and district attorney's office against such charges District Attorney Brady suggests that the tags showing the booking of narcotics be made out in quadruplicate, one copy to go with the evidence to the property clerk, one to be retained by the prison keeper, one to be given to the person making the arrest and the fourth to go to the District Attorney's office. He has issued an order to his deputies to the effect that no attorney, whether he represents the State Pharmacy Board or any other interest, shall be permitted to be associated in the prosecution of any narcotic case.

John Clarke & Co. said of seeds and herbs: The only article which has exhibited any of its old time activity has been Dutch poppy, the consumption of which has increased by leaps and bounds. The demand has kept the price steady notwithstanding the rather heavy actual and prospective arrivals. A somewhat lower range of prices is indicated for the later positions."

The Boyer Oil Co. is suing Everett Heaney & Co. for \$2,963 on contracts for tea seed oil, alleging that the Boyer company paid certain duties which were subsequently refunded by the Government to Heaney & Co., but not paid by them to the Boyer company.

McLaughlin Gormley King Company say regarding the crude drug situation: "From an increased number of orders and inquiries recently, we can frankly state that business is better. It may be a slow recovery, but we firmly hope that the tide has turned."

The Rogers-Pyatt Shellac Co. held its first annual dinner at the Pennsylvania Hotel, Nov. 20, with E. J. Reigelman, president of Brooklyn borough, and Arthur S. Somers, of Fred L. Lavanburg & Co., as guests.

The Atlantic and Gulf Export Co. is to be incorporated this month under the laws of Florida, with capitalization of \$2,000,000. W. B. Gillican is president of the company which will deal in naval stores.

N. H. Lane, of Bosson & Lane, dyestuffs and chemicals, Atlantic, Mass., died on Nov. 20, at the age of 73. He was born at Danville, Vt., and had been in the chemical manufacturing business for 40 years.

The Hord Color Products Co., Sandusky, Ohio, manufacturer of dyes and chemicals, is rebuilding its plant at Columbus avenue near Osburn street, recently destroyed by fire. It is estimated to cost \$20,000.

The German Aniline Syndicate is said to have adopted the policy of intensified concentration owing to competition of American dyestuffs manufacturers which is being felt especially in the Far East.

H. F. Barker, chairman of the Credit Committee of the National Association of Credit Men, says he estimates that \$250,000,000 has been lost by merchants in the United States through recent cancellations of orders.

The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Page 1190

OIL ORANGE PRICES ADVANCE SHARPLY

Spot Figures Boosted on Jump in Shipment Quotations
—Jap Camphor Oil Lower—Oil Cloves Down Again—
Spearmint Easier—Wormseed Drops Further

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

	Advanced	Declined	
Oil Orange, Sweet Sicilian, 75c lb.		Oil Bergamot, 25c lb.	
Oil Camphor, Jap., 10c lb.	Oil Geranium, Afr., 50c lb.		
Oil Citronella, Ceylon, 2c lb.	Bourbon, 25c lb.		
Java, 5c lb.	Oil Lavender, Spike, 25c lb.		
Oil Cloves, 10c lb.	Oil Peppermint, Natl., 15c lb.		
Oil Spearmint, 25c lb.	Oil Wormseed, 25c lb.		
Indol, Dom., \$2 oz.			

Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot	\$6.50	\$6.25	\$6.50	\$4.75
Oil Citronella, Ceylon.....	.42	.44	.48	.46
Oil Cloves	2.00	2.10	2.25	2.90
Oil Lavender Flowers.....	7.50	7.50	7.80	8.25
Oil Lemon	1.00	1.00	1.00	1.15
Oil Peppermint, Natural.....	5.50	5.65	6.00	7.50
Oil Sandalwood, E. I.....	10.75	10.75	10.75	11.00
Oil Sassafras, Artif.....	.70	.70	.70	.62
Benzaldehyde, U.S.P.....	1.00	1.00	1.00	1.25
Coumarin	5.75	5.75	6.00	7.00
Methyl Salicylate .....	.65	.65	.70	.75
Vanillin .....	.80	.80	.80	.78
Average	3.56	3.57	3.64	3.85

Importers in the essential oil trade rather startled the market late last week by announcing a sharp advance in the spot prices for Sicilian oil of orange. The announcement followed a short period during which dealers stopped quoting on orange and caused somewhat of a flurry of excitement here. The sharp reaction, following a period of rapid deterioration in orange oil prices, was unexpected and the feature of a weak, dull market. New supplies of Japanese camphor oil are offered materially cheaper. Oil of cloves continues to slide off. Citronella is weak and prices are receding under pressure. The lack of demand for spearmint has eased the price. Wormseed oil has dropped again. Lower priced geranium oils are available here. Peppermint, although in light demand, maintains its position unchanged. The market continues generally lethargic and apparently devoid of interest to consumers. The slight recovery in silver exchange tends to strengthen the position of Oriental products.

Essential Oils

Oil Anise—Prices are unchanged on the spot but the slight gain in Chinese exchanges tends to lend strength to the position of both oil of anise and cassia. Spot anise as imported is held at 85c up to 90c a pound as to seller and quantity. U. S. P. lead free goods are available at 95c with some dealers naming \$1.00 a pound. These figures are well under pre-war levels and from opinions stated in the trade here, are considered as close to bottom as they are likely to go in the present depressed business conditions.

Oil Bergamot—Although some dealers in this market who are said to be quite well stocked with spot goods, are refusing to do less than \$7.00 a pound on open quotation, it is intimated that they might do less on firm business. There is plenty of oil of bergamot on this market to be had at \$6.25@\$6.50 a pound in original coppers. With Italian exchange showing a tendency to recover slightly from the recent bad slump

and the sharp movement in orange prices lending sympathetic strength, the position of bergamot is somewhat firmer. Shipment cables are reported around \$5.00 c.i.f.

Oil Camphor—The recent importations of Japanese light oil of camphor are now being offered by essential oil dealers here at lower prices owing to the cheaper cost and larger lots available. Spot goods in cases are held now at 40c a pound with the tendency downward. Heavy sassafrassy oil is named at 11c and weak thereat.

Oil Caraway—Spot prices are named at \$2.50 a pound here with demand at a standstill. The continued weakness of the raw material and absence of buyer interest naturally hold the oil in a weak position. For shipment Dutch producers are reported naming \$2.00 c. i. f.

Oil Cassia—Prices are unchanged and the demand is still at lower ebb but the recovery in Chinese exchanges has placed a prop, more or less temporary, under falling prices and made for a slightly firmer market for cassia oil. Prices hold at \$1.25 a pound spot for technical oil. Lead free is selling at \$1.35 a pound and U. S. P. at \$1.70. The demand here is light. It is difficult to understand how prices can go much lower than present levels.

Oil Cedar Leaf—The offerings on the spot market are still heavy and finding little opportunity to work their way into consuming channels. Prices are weak and subject to shading. The most generally asked figure for spot goods here is \$1.30 a pound while up to \$1.40 has been heard.

Oil Cedar Wood—The price is held without change at 65c@70c a pound as to dealer. Some sellers are refusing to meet the lower figure and claim to have made sales in competition at 70c.

Oil Citronella—Another sinking in value of citronella has been noted this week. Offers of spot goods are still large and finding little demand among consumers. Sellers are openly naming 42c a pound for spot Ceylon oil in drums and sales are reported to have gone through at 40c on the spot. As new goods come in, they only add to the pressure of accumulations already here. Java oil is slightly easier at \$1.10 a pound for spot goods.

Oil Cloves—The price of oil of cloves has again been cut this week. Spot stocks are now selling at \$2.00 a pound for cans with smaller lots and bottles quoted from \$2.10 up. The position of the spice is still easy and gradually sliding downward. Goods awaiting shipment in primary markets are in large quantity and are the factor which makes the market here a rather uncertain affair.

Oil Cubebs—Although spot supplies of cubeb are small, goods available for shipment are quite large, according to reports. The oil is held very firmly here at \$8.00 a pound on spot.

Oil Erigeron—The oil is easy but unchanged in sympathy with the general position of the Middle West market. Prices hold at \$4.00 a pound unchanged with demand small.

Oil Eucalyptus—Prices for this product are due for an advance as soon as demand picks up. The manner in which eucalyptus has held firmly all through the debacle of prices, indicates that the goods are in strong hands and firmly held. The spot price is still 60c a pound for cases and displays firmness at this level.

Oil Geranium—Lower prices are noted here in some quarters for oil of geranium. African oil (Algerian) is lower at \$7.50@\$7.75 a pound for spot goods on lower shipment quotations. Bourbon oil holds at \$7.25@\$7.50 a pound.

Oil Lavender—U. S. P. oil of the flowers is held at \$7.50 a pound on the spot with some dealers asking up to \$9.00. Grasse reports a market of 235 francs per kilo for oil of 35 per cent ester content. Spike oil is cheaper and in better supply here at \$2.00 a pound.

Oil Lemon—Although orange prices have stiffened, lemon does not appear to reflect a great deal of the same sentiment. Spot goods are held at \$1.00 up to \$1.20 a pound as to seller, quantity and brand. There may be a slight improvement in the Sicilian situation owing to the stronger position of lire but it is not very pronounced where oil lemon is concerned. Shipment figures are reported around 90c a pound c. i. f.

Oil Lemongrass—This item is easy and unchanged at \$2.50 a pound with buying at a standstill.

Oil Limes—Demand is very quiet. Prices are easier at \$4.00 a pound for expressed oil and \$1.10 for distilled.

Oil Orange—The sudden and sharp advance in price which was announced by dealers here for orange oil was unexpected and shrouded in a veil of mystery. Late last week, dealers stopped quoting for a half day and then resumed business in orange at materially higher figures. The statistical position of orange in Sicily is said never to have warranted any \$2.75 shipment price and producers there have jacked their quotation up about a dollar per pound. Sicilian cables now show a much firmer tone at \$4.15@\$4.25 c. i. f. Spot prices are now \$4.25@\$4.50 a pound for sweet Sicilian and \$3.00@\$3.25 for West Indian.

Oil Peppermint—The situation is fundamentally the same. Demand continues light. Consumers are waiting for prices to come down but are liable to be disappointed. Spot natural oil in tins is held at \$5.50@\$5.75 a pound and the U. S. P. at \$6.25. A large Mid-Western dealer questions \$4.50 f. o. b. producing centers as a buying figure for New York dealers. Jap mint oil is weak and in small demand at \$1.25.

Oil Spearmint—The small demand here has induced a further cut in the price. Some dealers name \$6.85 a pound for spot goods but \$6.75 is quoted in another quarter.

Oil Wormseed—Some sellers here have reduced their quotations to \$4.25 a pound for spot goods. The demand has dropped to unusually small proportions.

TODD ON PEPPERMINT PRICES

A. M. Todd Company, Kalamazoo, Mich., essential oil producers, have made the following statement regarding peppermint oil prices in the Middle West in a recent letter to DRUG & CHEMICAL MARKETS:

"We are prompted to write you to-day for we believe an incorrect statement appears in the issue of November 17th in your report on 'Oil of Peppermint.' It is stated 'for shipment it is understood that offers of \$4.50 per pound f. o. b. are in effect.' We feel that we are in very close touch with the peppermint oil situation and we know it to be a fact that we have purchased from the farmer within the past week all the prime peppermint we could buy at \$4.50 per pound to the producer and we know of no lots that have been available at this price that have not been purchased either by ourselves or by some other dealers."

PRICES OF MESSINA ESSENCES (Special Correspondence to DRUG & CHEMICAL MARKETS)

Milan, Italy, Nov. 13.—The season for contracts is fast approaching, and the price of calcium citrate, it is rumored, will be about 750 lire a quintal. Essence of lemon is stronger in consequence. Buying by speculators has been a factor in the advance in the market in the last few days. In October the price per pound rose to 16 lire, but dropped again to 14.50 lire.

The commercial and political situation in Italy at present will have a certain influence on the future course of the market. An advance in the exchange rate might advance the market, but this situation is not at all certain. These are the prices for oil of lemon:

	Lire		Lire
Oct. 1	14.50	Oct. 14	15.50
2	14.50	15	15.50
4	13.00	16	15
7	14	18	15
8	14.75	21	15
9	14	22	15
11	15	23	14.50
12	15.50	25	14.50
13	16		

The decline in oil of sweet orange continues. From 55 lire a pound the essence has fallen to 43 lire. This market resembles somewhat that of essence of lemon. In the first days of the month the price was the same as last month, but in the latter part of the month prices fell sharply. The situation is identical to that of a year ago. Then speculators ran up the price to fantastic figures. There is nothing to prevent the price from falling again, but just now the market is advantageous for the speculator, and very dangerous for the producer. Export prices are as follows:

	Lire		Lire
Oct. 1	55	Oct. 14	46
2	55	15	47.50
4	55	16	45
8	55	18	44
9	56	21	45
11	45	22	43
12	50	23	43.50
13	47	25	43.50

The course of the market on bitter orange is not much different from the others. These are the prices: Oct. 2, 38.75 lire; Oct. 4, 38.50 lire; Oct. 11, 40 lire.

The predictions made previously concerning oil of bergamot have been realized. From lire 85 a pound the price rose to 105 lire. The market was active and firm. These are the prices:

	Lire		Lire
Oct. 3	87.50	Oct. 16	105
11	100	18	100
13	105	21	100
14	105	23	100
15	105	25	100

The tangerine market is unstable with little business. Exports from Messina were very small. Prices ranged from 85 lire to 90 lire, closing the month at 85.50 lire.

M. L. Barrett & Co., Chicago, dealers in essential oils, fine chemicals, synthetics and colors, suffered considerable loss by fire Nov. 16, when the building at 233 Lake street, was burned. The company carried \$34,000 insurance on stock in 26 companies.

The Kalyptol Chemical Co., 55 Bank street, Newark, N. J., has filed notice of an increase in capital from \$250,000 to \$500,000.

The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Page 1198

DRUG PRICES LOWER IN LONDON

Easier Quotations on Camphor, Codeine, Foenugreek Seed and Ipecac—Cocaine, Formaldehyde, Linseed Oil, Pepper and Star Anise Oil Decline

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Dec. 1.—There is no improvement in conditions in fine chemicals and drugs. The market is easier on camphor, oil of cloves, codeine, foenugreek seed, and ipecac.

Lower prices are quoted for antimony, cocaine, cream tartar, formaldehyde, gallic acid, isinglass, linseed oil, pepper, star anise oil and sulphonal.

London, Nov. 20 (By Mail)—The drug and chemical trades are almost at a standstill at present, as home buyers are only getting hand-to-mouth supplies, and export demands are few and small. Prices are therefore, in many instances, only nominal, and can be shaded by pressure.

Aloes, Cape, is weaker, good hard bright being offered at 76s and ordinary at 72s per cwt.

Balsam Peru is again easier, at 17s 6d per lb. on the spot.

Citric acid continues dull and easier, at from 3s 3d to 3s 5d per lb., according to seller.

Citronella oil—Ceylon is slightly easier, at 2s 2d to 2s 5d per lb. on spot, and pure about 2d per lb. more. Java is also weaker, at from 4s 9d to 4s 10½d per lb.

Cloves are quiet and easier, at 1s 5d to 1s 6d per lb. for fair Zanzibar on spot.

Cocoa butter is ½d per lb. cheaper, with sellers of prime English at 2s 5d per lb. in ton lots.

Foenugreek seed is lower, at 14s per cwt. for fair Morocco on spot, or less for large quantities.

Ipecacuanha continues neglected, at 13s to 14s for Matto Grosso, 13s for Minas, and 12s 6d per lb. for Cartagena.

Linseed oil is again lower, and the market at present is 60s per cwt. naked, on spot.

Menthol has been steady, and is now firmer at 28s 6d to 29s per lb. for Kobayashi and Suzuki, on spot.

Oil of cloves—English distillers now quote the lower prices of 12s 6d per lb., net.

Saffron. The new Spanish crop being reported the smallest on record, the price has naturally been advanced, and to arrive 70s to 75s is quoted for the finest qualities. Inferior grade on spot is offered at 65s per lb.

Star aniseed oil is quiet and easier, with sellers of "Red Ship" brand at 3s 9d per lb.

Sulphonal remains quiet at the easier price of 30s per lb., or even somewhat less.

Tartaric acid is once more on the easy side, at from 2s 5d to 2s 7d per lb., on spot.

Turpentine—The market has been rather unsettled, but closes at the lower figure of 100s per cwt. for American on spot.

The business of R. W. Greeff & Co., Thames House, Queen Street Place, London, has been registered as a limited company, of which Alfred John Thompson becomes managing director. Captain E. M. de Greeff, son of the founder of the business, has joined the board, and A. E. Munns, C. Lorleberg, A. F. Butler and P. A. Smith. E. Arnold becomes secretary to the company.

	FOREIGN EXCHANGE	Par Current
Great Britain (pound sterling).....	\$4.866	\$3.48
France (franc) .....	.193	.061
Italy (lira) .....	.193	.037
Germany (mark) .....	.238	.014
Japan (yen) .....	.499	.504
Spain (peseta) .....	.193	.131
Holland (guilder) .....	.402	.385
Belgium (franc) .....	.198	.064
Switzerland (franc) .....	.198	.157
Norway (crown) .....	.268	.135
Sweden (crown) .....	.263	.193
Denmark (crown) .....	.263	.136
Argentina (peso) .....	.424	.343
Brazil (milreis) .....	.279	.170
China (Silver dollar—Hongkong) .....	.789	.660
(Tael—Shanghai, silver)	1.082	.850
(Tael—Peking, silver)	1.156	.915
Russia (ruble) .....	.515	.007

CRUDE DRUG PRICES AT MARSEILLES

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Marseilles, France, Nov. 11.—The market for drug products is generally lower. Prices per hundred kilos are as follows:

	Francs
Citric acid	2200
Tartaric acid	1600
Agar Agar	1800
Alum	170
Spanish anise	440
Star anise	525
Levant anise	275
Ceylon cinnamon	1000
Chinese cinnamon	375
Maltese cumin	175
Moroccan cumin	180
Rose flowers	925
Foenugreek	70
Fennel	170
Zanzibar cloves	850
St. Marie's clove	1250
Bayonne resin	240
Cochineal, broken,	1300
Coriander	120

PRODUCTION OF YACCA GUM

Prior to the war the gathering and shipping abroad of South Australian yacca gum was an important industry on Kangaroo Island, not far from the coast of South Australia, writes Consul Henry P. Starrett from Adelaide. As Germany was the largest user of this product, the industry was suspended during the first years of the war, and not until use had been found for it in the United Kingdom and in America during the latter part of 1916 did the production revive. In 1919 more than 10,000 tons were gathered, and as the Australian consumption is small the greater part of the output was shipped to Great Britain and to the United States.

The recent overflow of the River Arc in Savoy, France, was disastrous to the numerous electro-chemical industries which derive their water power from it. The works of the Chemical Products Company at Alais and Carmague suffered damage estimated at several million francs and several weeks must elapse before the works affected can reach full production again. The principal products of the company are aluminum compounds, hydrochloric acid, caustic soda and chlorine.

ENGLAND'S PROBLEM OF DYE IMPORTS

A report by A. M. Walker, clerk to the American Trade Commissioner at London, under date of October 9, 1920, states that in connection with the declared policy of the Board of Trade (as announced on July 20 last) to limit Government assistance designed for fostering the synthetic dye-making industry of this country to the prohibition of imports of synthetic dyestuffs, except under license, the Chemical and Dyestuffs Traders' Association has just submitted to the Board of Trade a memorandum containing their suggestions of ways and means of conducting the licensing system.

The association suggests that the licensing authority should be composed principally of practical men with technical and administrative experience; that they should not be selected arbitrarily by a Government department, but nominated by the interests affected; that the consuming trades should have preponderating representation; that the interests concerned should be consulted before the administrative machinery was set up; that there should be a right of appeal; and that the "appointed date" of any new legislation should be sufficiently far ahead to enable reasonable arrangements to be made respecting existing commitments.

When the memorandum embodying the association's proposals was recently presented to the president of the Board of Trade, the latter official informed the deputation presenting it that it would be the Government's purpose to facilitate the work of the trade as much as possible; that in advance of the introduction of the proposed imports and exports regulation bill at an early date, it would be impossible for him to give any further indication as to the exact extent and provisions of the bill; but that full consideration would be given to the suggestions which the association had made.

BRITISH COMPLETE DYE SCHEDULE

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

London, Nov. 20.—The British Board of Trade committee has just completed a schedule of the dyestuffs essential to the industries of Great Britain. The textile dyes are classed according to the method of use, and there are divisions for oil, spirit, and wax colors, intermediate products, and a division of dyestuffs labelled "unclassified," a necessary compartment for the specialties of the leather dyers and paper makers.

The list contains about 10,000 names, but this represents less than one thousand distinct dyestuffs. A direct cotton blue appears under the different names given by nine different dye-makers, and there is a very large number of colors of the same type but varying in purity. There are 85 distinct marks of Methylene Blue and 155 of Methyl Violet.

MARSEILLES ESSENTIAL OIL PRICES

Marseilles, France, Nov. 11.—The market on essences is quiet, demand is moderate and the prices have slowly declined. Prices per hundred kilos for leading products are as follows:

	Francs.
Essence geranium, Bourbon	220
Vetiver, bourbon	280
Ylang, bourbon, first quality	325
Ylang, bourbon, second quality	290
Vervain	50 to 55
Citronella	18
Santal	300
Petit Grain	150
Patchouli	550

The production of geranium in Algeria is growing smaller. Planters prefer products which offer more remuneration and less risk.

News from the Continent

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

Berlin, Nov. 20.—The Oberschlesische Kokswerke & Chemische Fabriken, Aktien Gesellschaft at Berlin, which only recently increased their capital stock from 20 million marks to 35 millions, have called a general meeting for the purpose of proposing a new increase of 5 million marks and the issuance of 30 millions preference shares. The new increase of share capital has been rendered necessary by a recent extension of plants while further extensions are contemplated. Business in general is declared to be fairly satisfactory with the exception of sulfate of ammonia where a drop of prices is reported.

The Board of Directors of the Chemische Fabrik von Heyden, Aktien Gesellschaft at Dresden has called an extraordinary general meeting with a view of proposing the issue of 13 million marks new shares as well as a loan of 20 million marks to be issued at 5 per cent.

German Chambers of Commerce in Saxony have united in a protest against the formation of a syndicate composed of the fat and oil works of Germany. It is proposed that this syndicate take over the work of the official Commission for Oils and Fats and exercise a sort of monopoly over importation. The Chambers claim that the official character of such an organization will have unfavorable results, and maintain that trade in the aforementioned commodities should be de-controlled. They further propose that importation of soap should be free for a period of six months.

The potash mine Unstrut, belonging to the Westerregeln group, is planning the erection of a plant for the production of sulfates, fertilizer salts and calcium chloride. The daily output will be about 600 tons.

Reports show that the coal supply is still unsatisfactory and the Federal Coal Commissioner, on being appealed to, could hold out but little hope for an improvement in the situation. The following are the quotas allocated to the various industries during October and November: Steel and iron, 50,000 tons each month; chemicals, 30,000; calcium cyanamide, 35,000; coke ovens and gas works, 4,000; agriculture, 70,000; lime, 58,000; limestone, 8,000.

The Administration Board for soda, caustic soda, caustic potash and potash was dissolved on November 1. Inland trade in those commodities is now free and the Soda Syndicate has declared its readiness to give preferential treatment to works of national and economic importance. A similar statement has come from the trade. The existing rules and regulations covering exports and imports remain in force. Imports and exports of these products are subject to a permit by the Foreign Trade Bureau for Chemicals, Berlin, which will not for the time being grant export permits for soda and caustic soda.

According to a statement by the Metal Federation at Berlin, the export of cadmium stocks will not be permitted, though permits will be granted for 50 per cent of the current output, beginning on November 1, provided the price corresponds to the London market price. A difference up to 5 per cent below the London price will be allowed if inland sales are made at the same price.

A cablegram from Consul General R. P. Skinner, London, states that an open general license has been issued for the exportation of tablets, lozenges and pastilles, containing ingredients other than opium, cocaine and their derivatives.

Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils*

NOTICE—Prices quoted are spot New York, unless otherwise indicated, for goods in large quantities in original packages. A price range (two sets of figures, .16-.19) indicates prices for different quantities or that different manufacturers or importers quote different prices, all of which are included within the range.

All quotations are on the basis of avoirdupois pounds and ounces and American gallons. For the ready reference of exporters and foreign buyers, the following tables of equivalents are published:

WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)	—1.20 Amer. Gallons
1 American Gallon	—.833 Imperial Gallon
1 American Gallon	—3.79 liters
1 Liter	—.264 American Gallon
1 American Gallon (H ₂ O)	weighs 8.35 pounds
1 Pound (Avoirdupois)	weighs .454 kilogram
1 Kilogram	weighs 2.20 pounds (Avoirdupois)

Fine Chemicals

Berberine Hdchl.	.fb.	—	34.00
Acid Sulfate	.fb.	—	31.00
Neutral sulfate	.fb.	—	35.00
Bismuth Metallic	.fb.	2.50	—2.75
Ammon. Citrate, U.S.P.	.fb.	—	5.45
Citrate, U.S.P.	.fb.	—	2.85
Oxychloride	.fb.	—	3.05
Salicylate	.fb.	—	2.20
Subbenzoate	.fb.	—	3.50
Subcarbonate, U.S.P.	.fb.	—	2.85
For X-ray Diagnosis	.fb.	—	3.40
Subgallate	.fb.	—	2.60
Subiodide	.fb.	—	4.60
Subnitrate	.fb.	—	2.60
Subsalicylate	.fb.	—	2.75
Tannate	.fb.	—	2.75
Borax, in bbls., crystals	.fb.	.0834	.09
Crystals, U.S.P., Kegs.	.fb.	.0834	.09
Bromides, See Potass. Brom., etc.			
Bromine, purified	.fb.	—	.53
Bromoform	.fb.	—	3.00
Cadmium Bromide, crystals	.fb.	1.32	—1.35
Iodide	.fb.	—	4.20
Metal sticks	.fb.	1.40	—1.45
Caffeine alkaloid, bulk	.fb.	6.75	—7.00
Second Hands	.fb.	6.75	—7.00
Hydrobromide	.fb.	7.25	—7.50
Citrated, U.S.P.	.fb.	5.50	—6.00
Phosphate	.fb.	9.50	—10.00
Calcium Glycerophosphate	.fb.	1.70	—1.75
Hypophosphites	.fb.	.90	—.92
Iodide	.fb.	—	4.00
Phosphate, Precip.	.fb.	.18	—.19
Sulfocarbonate	.fb.	.70	—.75
Camphor, Am. ref'd bbls., blk.	.fb.	—	1.20
16's in 1-lb. carton	.fb.	—	1.25
24's in 1-lb. carton	.fb.	—	1.27½
32's in 1-lb. carton	.fb.	—	1.29
Japan refined, 2½ lb. slabs	.fb.	.95	—1.00
Crude, Chinese	.fb.	.65	—.70
Monobromated, bulk	.fb.	2.50	—2.75
Caramel	.gal.	.95	—1.00
Carmine, No. 40	.fb.	5.70	—5.80
Casein, C.P.	.fb.	—	.35
Technical	.fb.	.15	—.16
Castor Oil, AA bbls.	.fb.	.14	—14½
Cerium Oxalate	.fb.	.65	—.75
Chalk, Precip., light	.fb.	.04½	—.05
Heavy	.fb.	.04	—.04½
Drop	.fb.	.02½	—.03
Charcoal Willow Powd.	.fb.	.06	—.07
Chloral Hydrate, U.S.P., crystals	.fb.	—	1.01
Chinonidin, Alk., crystals	.oz.	.40	—.45
Cinchonidine, Alk., crystals	.oz.	—	.75
Sulfate	.oz.	—	.75
Cinchonine, Alk., crystals	.oz.	—	.74
Sulfate	.oz.	—	.45
Cocaine, Hydroch. Cryst.	.oz.	—	10.50
Gran., Powd.	.oz.	—	10.75
Coco Butter, bulk	.fb.	.28	—.29
Fingers, cases	.fb.	.40	—.42
Codeline, Alk., 10 oz. bulk	.oz.	—	10.40
Hydrobromide	.oz.	—	8.30
Nitrate	.oz.	—	9.30
Phosphate	.oz.	—	7.80
Cod Liver Oil, Newf'd.	.bbl.	45.00	—48.00
Norwegian	.bbl.	45.00	—50.00
Collodion, U.S.P.	.fb.	.30	—.31
Corn Syrup	.fb.	.03½	—.04
Corrosive Sublimate, see Mercury			
Coumarin, refined, see Aromatic Chemicals			
Cream of Tartar, cryst.U.S.P.	.fb.	.40	—.49
Powdered, 99 p.c.	.fb.	.40	—.49
Cresote, U.S.P.	.fb.	.65	—.70
Carbonate	.fb.	3.15	—3.25
Cresol, U.S.P.	.fb.	.18	—.21
Dianin, See Morph. Ethyl Hydroch.			
Dover's Powder, U.S.P.	.fb.	—	2.25
Eucatine, Alk., 15 gr. vials	.ca.	—	2.00
Hydrochloride, U.S.P.	.fb.	—	30.00
15 gr. vials	.ca.	—	1.35
Epsom Salt, see Mag. Sulfate			
Escreine Sulfate	.oz.	41.00	—42.50
Ether, U.S.P., Conc. bulk	.fb.	—	23
Washed, bulk	.fb.	—	.30
Nitrous, conc.	.fb.	—	1.10
U.S.P., 1880, bulk	.fb.	—	.46
Anaesthesia, bulk	.fb.	—	.27
Ethyl Acetate, pure	.gal.	—	1.05
Iodide	.fb.	—	5.15
Ethyl Methyl Ketone	.fb.	.22½	—.23
Eucalyptol, U.S.P., See Aromatic Chemicals			
Formaldehyde	.fb.	—	.27
Second Hands	.fb.	.17½	—.20
Gelatin, silver	.fb.	—	1.50
*Nominal			
Glycerin	.fb.	.21	—.23
C. P. drums, bbls. extra	.fb.	.22	—.24
Cans	.fb.	.17	—.17½
Dynamite, drums incl.	.fb.	.11	—.11½
Saponification, loose	.fb.	.10½	—.11
Soap Lye, loose	.fb.	—	
Guadacol, liquid	.fb.	6.00	—6.50
Carbonate	.fb.	6.50	—7.00
Haarlem Oil, dom.	.gross	—	3.40
Imported	.gross	5.50	—6.50
Hexamethylenetetramine	.fb.	1.25	—1.62
Hydastine, Alkaloid	.oz.	—	26.50
Hydrochloride	.oz.	—	26.50
Sulfate	.oz.	—	26.50
Hydrogen Peroxide, U.S.P.	.10 gr. lots	—	
4-oz. bottles	.gross	9.25	—9.50
8-oz. bottles	.gross	14.25	—14.50
12-oz. bottles	.gross	19.50	—19.75
16-oz. bottles	.gross	23.25	—23.50
Hydroquinone, bulk	.lb.	1.90	—2.00
Hyoscine Hydrobromide	.oz.	60.00	—65.00
Hyoscyamine Alkaloid	.oz.	35.00	—40.00
Sulfate	.oz.	35.00	—40.00
Iodides, See Potass. Iodide, etc.			
Iodine, Resublimed	.fb.	—	4.00
Tincture, U.S.P., bbls.	.gal.	4.75	—5.00
Iodoform, Powdered, bulk	.fb.	—	5.00
Crystals	.fb.	—	6.00
Iron Citrate, U.S.P., VIII.	.lb.	—	1.04
And Ammon. Citrate, U.S.P.	.lb.	—	.89
Green scales, U.S.P.	.lb.	—	1.15
Chloride, cryst. (terric)	.fb.	.12	—.13
Iodide	.fb.	—	3.90
Syrup, U.S.P., 1900	.lb.	—	.30
Phosphate, U.S.P.	.lb.	—	.92
Pyrophosphate, U.S.P.	.lb.	—	.97
Metallic, Reduced	.lb.	—	1.10
Lanolin, hydrous, can	U.S.P.	.lb.	.16
Anhydrous, cans	.lb.	.21	—.28
Lead Iodide, U.S.P., VIII.	.lb.	—	8.05
Licorice, U.S.P., Mass.	.lb.	—	.32
Powdered	.lb.	.69	—.70
Sticks	.lb.	.50	—.52
Comp. Powder	.lb.	.21	—.24
Lithium Carbonate	.lb.	—	1.50
Citrate	.lb.	—	2.50
Lycopodium	.lb.	3.75	—3.95
Magnesium Carb. U.S.P.	bbls.	.16	—.18
Technical, bbls.	.lb.	12½	—12¾
Blocks, cases, 1, 2, 4 oz.	.lb.	.22	—.24
Glycerophosphate	.lb.	—	3.30
Hypophosphite	.lb.	1.65	—1.70
Oxide, tins light	.lb.	—	1.10
Peroxide, cans	.lb.	—	2.15
Salicylate	.lb.	—	.60
Sulfate-Eps. Salt, Tech.	100 lbs.	2.00	—2.50
U.S.P. 100 lbs.	3.00	—3.25	
Manganese Glyceroph.	.lb.	3.00	—3.10
Hypophosphite, U.S.P., VIII.	.lb.	2.00	—2.10
Iodide	.lb.	4.65	—6.00
Sulfate, crystals	.lb.	.20	—.22
Menthol, Japanese	.lb.	3.75	—4.25
Mercury, flasks, 75 lb.	.ea.	51.00	—53.00
Bisulfate	.lb.	—	.68
Blue Mass	.lb.	—	.59
Powdered	.lb.	—	.61
Blue Ointment, 30 p.c.	.lb.	—	.59
50 p.c.	.lb.	—	.77
Citrine Ointment	.lb.	—	.49
Calomel, Amer.	.lb.	—	1.10
Corrosive Sublimate	cryst.	—	1.05
Powdered Granular	.lb.	—	1.00
Iodide, Green	.lb.	—	3.15
Yellow	.lb.	—	3.15
Red Precipitate	.lb.	—	1.19
Powdered	.lb.	—	1.29
White Precipitate	.lb.	—	1.39
Powdered	.lb.	—	1.44
With chalk	.lb.	—	.59
Methyl salicylate, see Aromatic Chemicals			
Methylene Blue, medicinal	.fb.	7.00	—7.50
Milk, powdered	.fb.	.15	—.16
Mineral Oil, white	.gal.	1.00	—2.00
Morphine, Acet., 25 oz. in 5s.	.oz.	—	6.90
Hydrobromide, 25 oz. in 5s.	.oz.	—	6.90
Hydrochloride, 25 oz. in 5s.	.oz.	—	6.90
Sulfate, 25 oz. in 5s.	.oz.	—	6.90
Diacetyl. Alk. 10 oz. in 5s.	.oz.	—	10.90
Diacetetyl Hydcl. 10 oz. in 5s.	.oz.	—	9.80
Ethyl Hydcl. 10 oz. in 5s.	.oz.	—	11.45
Opium, cases, U.S.P.	.lb.	—	7.50
Granular	.lb.	—	8.50
Powdered, U.S.P.	.lb.	—	8.50
Oxgall, pure U.S.P.	.lb.	1.50	—1.55
Pancreatin	.lb.	4.25	—4.50
Papain	.lb.	—	3.50
Paraffin, White Oil, U.S.P. gal.	3.10	—3.60	
Paraformaldehyde	.lb.	—	1.02
Pepsin Powd., U.S.P.	.lb.	3.50	—4.00

CHARLES COOPER & COMPANY

Manufacturing Chemists and Importers

Established 1857

194 Worth Street, New York City

Works at Newark, N. J.

WE OFFER TO THE RUBBER TRADE

Antimony Crimson
Antimony Golden Sulphurated
Barium Sulphate
Benzole
Carbon Bisulphide
Carbon Tetrachloride

Caustic Soda
Chrome Oxide Green
Flour Sulphur
Iron Oxide Red
Neutral Salts for Rubber Reclaiming
Zinc Oxide, etc.



Bromide Ammonium
Bromide Potassium
Bromide Sodium
Bromide Strontium
Bismuth Subcarbonate
Bismuth Subgallate
Bismuth Subnitrate
Bismuth Subsalicylate

Let us figure on your requirements

Write for our
Chemical Price List

E. FOUGERA & CO., Inc.
90-92 Beekman St. New York City



CHEMICALS

Medicinal
Technical
Photographic

SPECIFY

P-W-R

Full List Supplied on Request

POWERS-WEIGHTMAN-ROSENGARTEN CO.

Manufacturing Chemists

New York PHILADELPHIA St. Louis



The New York Quinine
and Chemical Works, Inc.

Iodine
Preparations



Iodine
Preparations

Manufacturers of
STANDARD MEDICINAL CHEMICALS

135 William St., New York

Fine Chemicals, Acids, and Crude Drugs

Petrolatum, light amber bbls. lb.	—	.09%	Spartein Sulfate	oz. 2.00	— 2.50	Agaric, white	lb. .90	— 1.60
Cream White	lb. .11	— .11%	Strontium Brom. Cryst., blk. lb.	—	— .50	Almonds, bitter	lb. .25	— .40
Lily White	lb. .18	— .19	Carbonate, pure	lb. .40	— .41	Sweet	lb. .42	— .45
Snow White	lb. .20	— .22	Iodide, bulk	lb. .19	— .20	Meal	lb. —	— .35
Phenolphthalein	lb. 1.80	— 1.90	Nitrate, Kegs	lb. .50	— .55	Ambergris, black	oz. —	— 10.00
Phosphorus, yellow	lb. .35	— .40	Salicylate, U.S.P.	lb. —	— .55	Grey	lb. —	— 25.00
Pilocarpine	oz. —	— 10.50	Strychnine Alkd., cryst.	oz. 1.85	— 1.95	Areca Nuts	lb. .17	— .20
Piperazine Hydrate	lb. —	— 20.00	Acetate	oz. —	— 1.95	Powdered	lb. .20	— .22
Podophyllin	lb. .90	— .90	Hypophosphite	oz. —	— 2.15	Balm of Gilead, Buds	lb. —	— 1.45
Potassium acetate	lb. .75	— .80	Hydrochloride	oz. —	— 1.95	Burgundy Pitch, Dom.	lb. .08	— .08
Bicarbonate, U.S.P.	lb. .25	— .26	Nitrate	oz. —	— 1.95	Cantharides, Chinese	lb. .85	— .90
Bisulfite	lb. .45	— .60	Sulfate, crystals, bulk	oz. —	— 1.55	Powdered	lb. 1.35	— 1.40
C. P.	lb. .75	— .85	Sugar of Milk, Powder	lb. .24	— .25	Russian, whole	lb. —	— 2.75
Bromate	lb. 1.00	— 1.10	Cartons, 1 lb.	lb. —	— .33	Powdered	lb. —	— 3.25
Bromide Crystals, bulk	lb. —	— .45	Sulfonal, 100-oz. lots	oz. —	— .55	Castoreum	lb. —	— 5.00
Granulated	lb. —	— .45	Sulfonmethylmethane, U.S.P.	lb. 9.25	— 9.50	Charcoal Willow, powdered	lb. .07	— .08
Second Hand	lb. .27	— .30	Sulfomethane, U.S.P.	lb. 7.50	— 7.75	Wood, powdered	lb. .04	— .05
Carbonate, U.S.P.	lb. .50	— .52	Sulfur, roll, bbls.	100 lbs. 2.45	— 3.90	Civet	oz. 2.75	— 3.00
Caustic, U.S.P. (by alcohol)	lb. —	— 1.25	Flour, 100 p.c. pure	100 lbs. 3.60	— 4.25	Colocynth, Apples	lb. .40	— .42
Chlorate	lb. .12	— .18	Flowers, 100 p.c. pure	100 lbs. 3.80	— 4.35	Pulp, U.S.P.	lb. .34	— .36
Chromate, cryst. yellow,	tech. 1-lb. c. h. 10... lb.	— .75	Precip., U.S.P.	lb. —	— .31	Spanish Apples	lb. —	—
Citrate, bulk, U.S.P.	lb. —	— 1.60	Lac Sulfur	lb. —	— .15	Cuttlefish Bone, Trieste	lb. .20	— .30
Glycerophosphoric, 75%	oz. —	— 1.90	Tartar Emetic, tech.	lb. —	— .52	Jewelers, large	lb. 1.50	— 1.55
Guaiacol Sulfate	lb. 6.50	— 7.00	U.S.P.	lb. —	— .58	Small	lb. 1.40	— 1.45
Hypophosphite, bulk	oz. 1.75	— 1.80	Talcum, Amer.	lb. .02	— .03	French	lb. —	— .30
Iodide, bulk	lb. 2.80	— 3.00	Purified	lb. .05	— .06	Dragon's Blood, Mass.	lb. .30	— .32
Lactophosphate	oz. —	— 1.00	Terpin Hydrate	lb. .90	— .93	Keds	lb. 1.25	— 1.50
Permanganate, U.S.P.	lb. .55	— .65	Theobromine Alkaloid	lb. 7.70	— 8.00	Erot, Russian	lb. —	—
Salicylate	lb. 1.45	— 1.50	Thymol, crystals, U.S.P.	lb. 10.00	— 10.50	Spanish	lb. —	— 1.75
Sulfate, C.P.	lb. 1.11	— 1.16	Iodide, U.S.P., bulk	lb. —	— 14.00	Grains of Paradise	lb. —	— .23
Tartate, powdered	lb. —	— 1.25	Tin, bichloride, see Heavy Chemicals	lb. —	— .60	Guarana	lb. .80	— .85
Procaine, oz. bottles	7.00	— 7.25	Oxide, 500 lb. bbls.	lb. —	— .60	Honey Calif.	lb. .18	— .20
5 gr. bottles	lb. 1.50	— 1.60	Toluene, See Coal Tar Crudes	lb. —	— 1.25	Hops, N. Y., prime	lb. .30	— .48
Pumice Stone	lb. .025	— .05	Tribromphenol	lb. —	— 1.25	Pacific Coast, prime	lb. .30	— .48
Pyridin	gal. 2.75	— 3.00	Trional	oz. —	— .67	Isinglass, American (see Agar Agar)	lb. 9.00	— 10.00
Quicksilver, See Mercury	—	—	Vanillin, see Aromatic Chemicals	lb. Russian	—	Russian	lb. —	— 5.00
Quinine Sulf., 100-oz. tins	oz. —	— .70	Witch Hazel, Ext. dble dist.	bbl. —	—	Kamala	lb. —	—
1-oz. tins	oz. —	— .78	Zinc Carbonate	lb. —	— .16	Kola Nuts, West Indies	lb. .10	— .11
Second Hands, Java	oz. —	— .50	Chloride, U.S.P.	lb. .45	— .50	Leeches	lb. —	— 10.00
Second Hands, Jap.	oz. —	— .50	Iodide	lb. —	— 3.85	Lupulin	lb. 1.50	— 1.75
Second Hands, Amer.	oz. —	— .60	Oxide, U.S.P., bbls.	lb. .18	— .20	Lycopodium	lb. 3.75	— 3.95
Bisulfate, 100-oz. tins	oz. —	— .70	Stearate	lb. .32	— .38	Manna, large fake	lb. .85	— .90
Alkaloid	oz. —	— 1.05	Acids	—	—	Small flake	lb. .52	— .55
Acetate	oz. —	— 1.05	Acetic, See Heavy Chemicals	lb. —	—	Moss, Iceland	lb. .17	— .18
Benzoate	oz. —	— 1.05	Acetyl-salicylic	lb. .75	— .80	Irish, Bleached	lb. .12	— .13
Citrate	oz. —	— 1.05	Benzoin, from gum	lb. —	—	Musk, pods, Cabardine	oz. 17.00	— 18.00
Dihydchloride	oz. —	— 1.05	Bord, ex. toluene	lb. .70	— .75	Tongue	oz. 26.00	— 28.00
Di-carbonate	oz. —	— 1.05	Powdered, bbls.	lb. .15	— .15%	Grain, Cab	oz. 26.00	— 27.00
Ethyl Carbonate	oz. —	— 2.00	Butyric Tech., 60 p.c.	lb. .15	— .15	Tongue	oz. 40.00	— 42.00
Hydrochloride	oz. —	— .96	Carbolic cryst., U.S.P., drs. gal.	lb. .11	— .15	Synthetic, See Aromatic Chemicals	—	—
Hypophosphite	oz. —	— 1.05	1-lb. bottle	lb. .27	— .31	Nutgalls, Chinese	lb. .38	— .40
Phosphate	oz. —	— .96	5-lb. bottle	lb. .26	— .28	Alleppey	lb. .34	— .38
Salicylate	oz. —	— .96	Liquid, U.S.P., 1 lb. bot. lb.	lb. —	— .30	Nux Vomica, whole	lb. .13	— .14
Tannate	oz. —	— .70	Crude, 25 p.c.	lb. .32	— .35	Powdered	lb. .21	— .22
Valerate, powd.	oz. —	— 1.75	Chromic, U.S.P.	lb. 1.15	— 1.25	Poppy Heads	lb. —	— 1.50
Quinidine Alk. crystals, tins	oz. —	— 1.13	Chrysophanic	lb. 2.75	— 3.00	Quassia Chips	lb. .09	— .10
Sulfate, tins	oz. —	— .75	Citric, crystals, bbls.	lb. —	— .55	Sandalwood, Chips	lb. .55	— .60
Resorcinol, crystals, U.S.P.	lb. —	— 2.50	Powdered	lb. —	— .56	Ground	lb. .62	— .65
Technical, See Intermediates	—	—	Second Hands	lb. .46	— .56	Scammony, resin	lb. 2.25	— 2.50
Rochelle Salt, crystals, bxs.	lb. —	— .33	Cresylic, 95-100 p.c., See Coal-tar Crudes	lb. —	—	Powdered	lb. 2.50	— 2.60
Powdered, bbls.	lb. —	— .33	Formic, 75 p.c. tech.	lb. .22	— .23	Spermaceti, blocks	lb. .30	— .31
Rosewater, triple	gal. —	— 1.25	Gallic, U.S.P., bulk	lb. 1.30	— 1.35	Storax, liquid, tech.	lb. —	— 1.25
Saccharin, U.S.P., soluble	lb. 2.25	— 3.00	Glycerophosphoric, 25 p.c.	lb. —	—	Gen., U.S.P.	lb. 1.65	— 1.75
U.S.P., Insoluble	lb. 2.25	— 3.00	Hydrobromic, 40 p.c. pure	lb. .60	— .62	Tamarinds, bbls.	per kg. 5.25	— 5.50
Salicin, bulk	lb. 11.50	— 12.00	Hydroiodic, sp. g. 1.150	oz. —	— .19	Tar, Barbadoes	gal. 2.00	— 2.25
Salol, U.S.P., bulk	lb. .85	— .95	Hydrofluoric, see Heavy Chemicals	lb. —	—	Turpentine, Venice, True	lb. 2.75	— 3.00
Santonin, cryst., U.S.P.	lb. —	— 130.00	Hypophosphorous, 50 p.c.	lb. 2.40	— 2.50	Artificial	lb. .18	— .20
Powdered	lb. —	— 130.00	U.S.P., 10 p.c.	lb. .60	— .65	Spirits, see Naval Stores.	—	—
Seidlitz Mixture, bbls.	lb. —	— .26	Lactic, U.S.P. VIII.	lb. .90	— 1.00	BALSAMS	—	—
Silver Nitrate, 500 oz. lots	oz. .47%	— .48%	U.S.P. IX.	lb. 1.00	— 1.10	Copalba, Para	lb. .38	— .40
Nucleinate	oz. —	— .55	Molybdic, C.P.	lb. —	— 4.00	South American	lb. .45	— .47
Proteinate	oz. —	— .40	Muriatic, see Heavy Chemicals	lb. —	—	Fir, Canada	gal. —	— 14.00
Colloidal	oz. —	— 2.00	Nitric, Muratic	lb. .20	— .22	Oregon	gal. 1.60	— 1.70
Soap, Castle, white pure	lb. .25	— .35	Phosphoric, 85-88% acy. U.S.P.	lb. .32	— .33	Tolu	lb. 2.00	— 2.25
Conti's Green, U.S.P.	lb. —	— .33	Pyrogallic, resublimed	lb. .23	— .24	Bark, pressed	lb. .55	— .65
Sodium Acetate, U.S.P. gran.	lb. .25	— .29	Crystals, bottles	lb. 1.95	— 2.00	Barberry	lb. —	— .75
Benzoate, gran. U.S.P.	lb. .70	— .72	Salicylic Bulk, U.S.P.	lb. .35	— .45	Bayberry	lb. .18	— .19
Bi-carb. U.S.P. powd.	lb. .025	— .024	Sulfuric, C.P.	lb. —	— .07	Blackhawk, of Root	lb. .48	— .50
Bromide, U.S.P., bulk	lb. —	— .43	Sulfurous	lb. .03	— .04	of Tree	lb. .30	— .35
Second Hands	lb. —	— .25	Tannic, U.S.P.	lb. 1.35	— 1.40	Buckthorn	lb. .12	— .15
Cacodylate	lb. —	— 8.00	Tartaric Crystals, U.S.P.	lb. —	— .61	Cascara Sagrada	lb. .16	— .17%
Caustic, U.S.P. See Soda Hydroxide	lb. —	— 9.00	Powdered, U.S.P.	lb. —	— .61	Cascarilla, quills	lb. .48	— .50
Crystals, c. h. 10...	lb. —	— .14	Second Hands, Cryst.	lb. .45	— .47	Siftings	lb. .30	— .35
Granular	lb. —	— .19	Powdered	lb. .45	— .47	Chestnut	lb. .10	— .10%
Chlorate, U.S.P. Cryst. VII	lb. —	— .91	Second Hands	lb. .45	— .47	Cinchona, red quills	lb. .45	— .50
Granular, U.S.P., gran. IX	lb. —	— 1.06	Cryst.	lb. —	—	Broken	lb. .35	— .40
Cyanide 96%, see Heavy Chemicals	—	—	“Yellow “quills”	lb. —	—	“Yellow “quills”	lb. —	—
Glycerophosphate, crystals	lb. 2.15	— 2.20	Recryst.	lb. —	—	Broken	lb. .50	— .55
Hydroxide, U.S.P., 10-lb. can	lb. —	— .22	Dried	lb. .40	— .45	“Maracaibo, yellow, powd.	lb. —	—
Hypophosphite, U.S.P.	lb. 1.00	— 1.05	Salicylate	lb. .45	— .50	Condurango	lb. .11	— .12
Iodide, bulk	lb. —	— 3.55	Peroxide	lb. .35	— .40	Cotton Root	lb. .75	— .80
Oxalate	lb. .75	— .80	Phosphate, U.S.P., gran.	lb. —	— .13	“Cram” (true)	lb. —	— .60
Peroxide	lb. —	— .35	Re-cryst.	lb. .17	— .18	Cram (so-called)	lb. .09	— .10
Phosphate, U.S.P., gran.	lb. —	— .13	Dried	lb. .40	— .45	Dogwood, Jamaica	lb. —	— .12
Recryst.	lb. —	— .17	Salicylate	lb. .45	— .50	*Nominal	—	—
Dried	lb. —	— .40	Salicate	lb. .45	— .50	— Nominal	—	—
Salicylate, U.S.P.	lb. .45	— .50	Sulfate (Glauber's Salt) cwt.	lb. 1.75	— 2.00	— Nominal	—	—

Unger & Company

30 Pine St., New York

DRUGS AND CHEMICALS

Refined and Industrial

IMPORT *EXPORT*

Original packages only

Inquiries solicited

Rhodia Chemical Company

Subsidiary of

Societe Chimique Des Usines Du Rhone
France

Works at New Brunswick, N. J., U. S. A.
Saint Fons, France
Roussillon, France
La Plaine, Switzerland

Manufacturers of

RHODOL (Photographic Developer)	ANTIPYRINE U.S.P.
HYDROQUINONE	SACCHARINE U.S.P.
DIMETHYLSULPHATE	PYRAMIDON
CELLULOSE ACETATE	PIPERAZINE HYDRATE
RESORCINOL U.S.P. (Powdered and Crystal)	ETHYL CHLORIDE (Tubes and Cylinders)

We solicit your inquiries

Office and Warehouse

89 Fulton Street, New York

Pharma-Chemical Corporation

MANUFACTURERS OF

Creosote Carbonate U.S.P.

Spot Always in Quantities

Export Orders Solicited

WORKS AND LABORATORIES, BAYONNE, N. J.

General Offices

1564 to 1570 Woolworth Building

Telephone, Barclay 1634-1635

ACIDS

Formic
Phosphoric
Oxalic-Anhydrous
Oxalic-Crystalline

Ammonium Phosphate
Baking Powder Chemicals
Epsom Salts

VICTOR CHEMICAL WORKS

New York

CHICAGO

St. Louis

Crude Drugs: Roots, Gums, Herbs, Flowers—Shellac

	GUMS		MOTHERWORT: HERB	
Elm, grinding	.15 — .40	Aloes, Barbados	.16 — .17	
Select bds.	.75 — .85	Cape	.10 — .15	
Hemlock	.07 — .08	Curacao, cases	.12 — .15	
Lemon Peel	.10 — .10½	Socotrine, whole	.08½ — .09	
Mezereon	.12 — .14	*Ammoniac, tears	.60 — .65	
Oak, red	.08 — .09	Powdered	— 2.00	
White	.03 — .09	Arabic, firsts	.30 — .33	
Orange Peel, bitter	.13 — .16	Seconds	.28 — .30	
Sweet	.09 — .10	Sorts Amber	.13 — .18½	
Prickly Ash, Southern	.24 — .26	Powdered, U.S.P.	.21 — .25	
Northern	.24 — .26	Asafoetida, whole, U.S.P.	3.00 — 3.25	
Pomegranate of Root	.26 — .28	Powdered	— 4.00	
of Fruit	.25 — .28	Benzoin, Siam	.80 — 1.00	
Sassafras, ordinary	.25 — .28	Sumatra	.30 — .32	
Select	.38 — .45	Camphor, ref. See fine chem. list		
Simaruba	.15 — .25	Catechu	.11 — .12	
Soap whole	.15 — .15	Chicle	.80 — .85	
Cut	.25 — .26	Damar	.38 — .40	
Crushed	.31 — .31	Euphorbium	— 2.22	
Wahoo of Root	.75 — .80	Powdered	.50 — .50	
of Tree	.40 — .42	Gallanum	— 1.50	
Willow, Black	.06 — .07	Gambier	.08½ — .09	
White	.16 — .17	Gamboge	1.40 — 1.50	
White Pine Rosed	.08 — .09	Guaiac	.65 — .70	
White Poplar	.07 — .08	Hemlock	.23 — .26	
Wild Cherry—		Kino	— .50	
Thin Green Rosed	.19 — .20	Mastic	.60 — .62	
Thick Rosed	.12 — .13	Myrrh, Select	.68 — .70	
Thin Natural	.10 — .12	Sorts	.50 — .55	
Thick Natural	.07 — .08	Olibanum, sittings	.16 — .18	
Witch Hazel	.08 — .09	Tears	.20 — .30	
BEANS		Opium, See fine chem. list		
Calabar	.25 — .26	Sandarac	.60 — .65	
Cassia Fistula	.18 — .20	Senegal, picked	.33 — .34	
Caster	.15 — .06	Sorts	.16 — .17	
St. Ignatius	.38 — .40	Spruce	— 1.00	
St. John's Bread	.06 — .12	Storax, Tech. cases, See Misc'l. Drugs		
Tonka, Angostura	.15 — .150	Thus	.12 — .12½	
Para	.15 — .150	Tragacanth, Aleppo first	4.25 — 4.35	
Surinam	.10 — .100	Seconds	3.25 — 3.50	
Vanilla, Mexican, whole	4.25 — 5.00	Thirds	2.00 — 2.50	
Cuts	.350 — .360	D. C.	— — —	
Bourbon	2.50 — 3.00	Diamond "I"	— — —	
South American	3.25 — 3.50	Fine Orange	1.00 — 1.10	
Tahiti, Yellow Label	1.75 — 2.00	Second Orange	.95 — 1.00	
Green Label	1.75 — 2.00	T. N.	.35 — .36	
BERRIES		Button	— 1.25	
Cubeb, ordinary	.15 — 1.35	Regular bleached	.90 — .95	
XX	.15 — 1.50	Bone dry	1.00 — 1.05	
Powdered	.140 — 1.45	D. C.	— — —	
Fish	.22 — .23	Diamond "I"	— — —	
Horse, Nettle, dry	.45 — .50	Fine Orange	1.00 — 1.10	
Juniper	.04½ — .05	Second Orange	.95 — 1.00	
Laurel	.18 — .20	T. N.	.35 — .36	
Poke	.15 — .20	Button	— 1.25	
Prickly Ash	.12 — .13	Regular bleached	.90 — .95	
Saw Palmetto	.15 — .20	Bone dry	1.00 — 1.05	
Sloe	.20 — .22	D. C.	— — —	
FLOWERS		Diamond "I"	— — —	
Arnica	.17 — .18	Fine Orange	1.00 — 1.10	
Borage	.35 — .40	Second Orange	.95 — 1.00	
Calendula Petals	1.20 — 1.25	T. N.	.35 — .36	
Chamomile German	.15 — .35	Button	— 1.25	
Hungarian true	.15 — .35	Regular bleached	.90 — .95	
Hungarian style	.15 — .30	Bone dry	1.00 — 1.05	
Roman	.15 — .16	D. C.	— — —	
Clover Tops	.11 — .12	Diamond "I"	— — —	
Dogwood	.17 — .18	Fine Orange	1.00 — 1.10	
Elder	.65 — .68	Second Orange	.95 — 1.00	
Insect, open whole	.15 — .60	T. N.	.35 — .36	
Closed whole	.80 — .85	Button	— 1.25	
Powder		Regular bleached	.90 — .95	
Flowers and stems, 50 p.c.	.42 — .43	Bone dry	1.00 — 1.05	
100 p.c. Pure	.60 — .65	D. C.	— — —	
Closed Flowers	.75 — .85	Diamond "I"	— — —	
Kousso	.15 — .50	Fine Orange	1.00 — 1.10	
Lavender	.25 — .30	Second Orange	.95 — 1.00	
Linden, with leaves	.38 — .39	T. N.	.35 — .36	
Without Leaves	.45 — .50	Button	— 1.25	
Malva, blue	.90 — .95	Regular bleached	.90 — .95	
*Black	.50 — .60	Bone dry	1.00 — 1.05	
Mullein	1.30 — 1.40	D. C.	— — —	
Orange	1.25 — 1.30	Diamond "I"	— — —	
Poppy, red	.95 — 1.10	Fine Orange	1.00 — 1.10	
Rosemary	.60 — .65	Second Orange	.95 — 1.00	
Saffron, American	.75 — .80	T. N.	.35 — .36	
Valencia		Button	— 1.25	
Tilia (see Linden)		Regular bleached	.90 — .95	
*Nominal		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	
		Bone dry	1.00 — 1.05	
		D. C.	— — —	
		Diamond "I"	— — —	
		Fine Orange	1.00 — 1.10	
		Second Orange	.95 — 1.00	
		T. N.	.35 — .36	
		Button	— 1.25	
		Regular bleached	.90 — .95	

BOWRING & CO.

17 Battery Place

NEW YORK

Cable Address, "Bowring"

Codes used: Western Union, ABC 5th Edition Bentley's

Exporters and Importers

LICORICE

GUM COPAL

CHIRETTA HERB

COCHINEAL

ESSENTIAL OILS

COCOANUT OIL IN BARRELS

SENNA LEAVES

NUX VOMICA

BEE'S WAX

CASTOR BEANS

*Our facilities enable us to render prompt
and efficient service at minimum charges*

RICE STARCH

(Since '73)

M.L. BARRETT & CO. *MERCHANTS*

Essential Oils Fine Chemicals Synthetics Colors

233 WEST LAKE STREET

Established 1873

CHICAGO, ILL.

Cables: Lazerno

WE OFFER FOR PROMPT DELIVERY

MERCURIALS
GLYCEROPHOSPHATES
ATROPINE SULPHATE
CANTHARIDINE CRYST
RESIN JALAP EUQUININE
CHRYSAROBIN

MAY & BAKER, LTD.

Manufacturing Chemists and Exporters
BATTERSEA, LONDON ENGLAND

Cable Address: BISMUTH, LONDON

Spot Any Quantity
BENZYL BENZOATE

HIGH GRADE TECHNICAL

American Chemical Products Co.
ROCHESTER, NEW YORK

Olibanum Gum Siftings

H. R. Lathrop & Co., Inc.

110-116 Beekman Street, New York

Sole Agents

Kitagumi Japan Wax

Essential Oils, Aromatic Chemicals, Waxes and Seeds

*Nominal

OILS ESSENTIAL OILS

AND

Aromatic Chemicals

Manufacturers
Importers
Exporters

Correspondence Solicited

FRITZSCHE BROTHERS

Inc.

NEW YORK

Essential Oils
and
Aromatic Chemicals
for
PERFUMES, SOAPS,
FLAVORING
EXTRACTS

Morana Incorporated

Importers and Manufacturers

GENERAL OFFICES:

118 East 27th St., New York City

CHICAGO:
19 S. LASALLE ST.

WORKS:
ELIZABETH, N. J.

Essential Oils

Oil Ylang Ylang
Manila, Bourbon

Oil Sweet Birch, Genuine

ROCKHILL & VIETOR

Established 1884

22 Cliff Street New York

CHICAGO BRANCH, 180 N. Market St.

Sole Agents in United States and Canada for
BERTRAND FRERES, Grasse, Fr., and N. V.
CHEMISCHE FABRIEK, Naarden, Holland.

All Codes. Cable Address, Rockhill, Newyork



Benzyl Benzoate

(Van Dyk & Co.)

THE STANDARD MEDICINAL BRAND

(Free from Chlorin and Phosphorus)

Accepted by the Council of Pharmacy and
Chemistry. (See Jour. Am. Med. Assoc.,
Dec. 27th, 1919, page 1939.)

VAN DYK & COMPANY

Inc. 1904

4 Platt St., New York City

Heavy Chemicals—Metals

Benzyl Benzoate	lb.	3.25	-	3.50
Imported	lb.	-	-	6.50
Benzyl Chloride, pure	lb.	-	-	.50
Borneol	lb.	-	-	3.50
Bromostyrol	lb.	7.00	-	7.50
Cinnamic Acid	lb.	4.50	-	5.00
Cinnamic Alcohol	lb.	30.00	-	40.00
Cinnamic Aldehyde	lb.	-	-	5.50
Citral	lb.	7.50	-	8.00
Citronellol	lb.	-	-	16.00
Imported	lb.	24.00	-	30.00
Coumarin	lb.	5.75	-	6.00
Ethyl Benzoate	lb.	-	-	2.00
Ethyl Cinnamate	lb.	7.50	-	8.00
Eucalyptol	lb.	1.10	-	1.15
Eugenol	lb.	6.00	-	6.50
Geraniol, Standard	lb.	3.50	-	4.00
Geranyl Acetate	lb.	7.00	-	8.00
Heliotropin	lb.	5.00	-	5.50
Indol, C. P.	oz.	.02	-	12.50
Imported	oz.	20.00	-	26.00
Iso-Eugenol	lb.	8.00	-	8.50
Imported	lb.	18.00	-	16.00
Linalool	lb.	10.00	-	12.00
Linalyl Acetate	lb.	16.00	-	18.00
Linalyl Benzoate	lb.	-	-	18.00
Menthol	lb.	3.75	-	4.25
Methyl Anthranilate	lb.	9.00	-	9.80
Methyl Cinnamate	lb.	10.00	-	12.00
Methyl Paracresol	lb.	12.50	-	13.00
Methyl Salicylate	lb.	.55	-	.70
Mirbane, rect., drums extra	lb.	.16	-	.16%
Musk Ambrette	lb.	80.00	-	90.00
Musk Ketone	lb.	35.00	-	40.00
Musk Xylene	lb.	9.75	-	10.50
Phenylacetalddehyde	lb.	25.00	-	30.00
Phenylacetic Acid	lb.	5.00	-	5.50
Phenylethylalcohol	lb.	22.00	-	25.00
Rhodinol	lb.	24.00	-	26.00
Safrol	lb.	.80	-	.90
Terpineol, C. P.	lb.	1.10	-	1.20
Vanillin	oz.	.75	-	.80
Violet, artificial (Ionone)	lb.	-	-	15.00

Heavy Chemicals

ACIDS					
Acetic, 28 p.c., bbls...100 lbs.	bbls.	3.50	-	4.00	
56 p.c., bbls....100 lbs.	bbls.	7.00	-	7.75	
80 p.c., bbls., Com'l.100 lbs.	bbls.	10.25	-	11.25	
80 p.c., bbls., pure...100 lbs.	bbls.	12.00	-	12.75	
Second Hands	bbls.	-	-	11.00	
Glacial, bbls. & cbsys.100 lbs.	bbls.	13.50	-	14.25	
Second Hands	bbls.	10.50	-	11.00	
Hydrobromic com., 40 p.c.b.	bbls.	.45	-	.47	
Pure 40 p.c.	bbls.	.60	-	.62	
Hydrofluoric 30 p.c. bbls.	bbls.	.09	-	.10	
48 p.c. in carboys	lb.	.14	-	.15	
52 p.c. in carboys	lb.	.15	-	.16	
Lactic, 22 p.c.	lb.	.04	-	.07	
50 per cent pure	lb.	-	-	.33	
Technical	lb.	-	-	.15	
80 p.c. tech.	lb.	-	-	.22	
Mixed, Nitric	unit	.11	-	.12	
Sulfuric	unit	.01	-	.0134	
Muriatic, 18 deg. cbsys.100 lbs.	bbls.	1.60	-	2.10	
20 deg. carboys...100 lbs.	bbls.	1.85	-	2.35	
22 deg. carboys...100 lbs.	bbls.	2.10	-	2.60	
Pure cbsys. 18 deg....100 lbs.	bbls.	2.50	-	2.75	
20 deg. ....100 lbs.	bbls.	2.75	-	3.00	
22 deg. ....100 lbs.	bbls.	3.00	-	3.26	
Nitric, 36 deg. carboys...lb.	lb.	.06	-	.064	
38 deg. carboys.	lb.	.06	-	.074	
40 deg. carboys.	lb.	.07	-	.08	
42 deg. carboys.	lb.	.07	-	.084	
Phosphoric, 50 p.c. tech.	lb.	.214	-	.251	
Pyroglyptic, Tech.	gal.	.12	-	.134	
Sulfuric, Tank carlots					
60 deg., f.o.b. wks....ton	ton	11.00	-	16.00	
66 deg., f.o.b. wks....ton	ton	20.50	-	22.00	
20 p.c. Oleum, f.o.b. wkstons	ton	23.00	-	25.00	
Sulfurous com.	lb.	.12	-	.14	
Tannic, Tech.	lb.	.65	-	.80	
Acetone	lb.	.154	-	.16%	
Acetic Anhydride, 85 p.c.	lb.	-	-	.65	
Acetyl Chloride, Redistilled	lb.	.45	-	.50	
Alum, ammonia, lump.	lb.	.044	-	.05	
Ground	lb.	.05	-	.054	
Powdered	lb.	.054	-	.06	
Chrome	lb.	.15	-	.16	
Potash lump	lb.	.06	-	.074	
Powdered	lb.	.08	-	.094	
Ground	lb.	.09	-	.094	
Chrome	lb.	.144	-	.16	
Soda, Ground	lb.	.04	-	.05	
Aluminum chloride, carboys.	lb.	.45	-	.60	
Anhydrous	lb.	-	-	.60	
Sulfite Iron free....100 lbs.	bbls.	4.50	-	5.00	
Commercial	bbls.	2.50	-	3.00	
Aluminum hydrate light....lb.	lb.	.22	-	.26	
Ammonia, Anhydrous	lb.	-	-	.35	
Ammonium Bifluoride	lb.	.32	-	.33	
Ammonia Carbonate	lb.	.14	-	.14%	
Ammonia Water, 26 deg.	lb.	.10½	-	.13	
20 deg.	lb.	.07½	-	.09%	
18 deg.	lb.	.07	-	.09	
16 deg.	lb.	.06½	-	.08%	
Ammonium chloride, U.S.P.	lb.	.25	-	.26	
Nitrate	lb.	-	-	.12	
Sal Ammoniac, gray.	lb.	.10	-	.11	
Granulated, white	lb.	.11½	-	.12	
Lump	lb.	.18	-	.19	
Sulfate, dbl. bags f.a.s.100 lbs.	lb.	4.00	-	4.05	
Dom. Single bags...100 lbs.	bbls.	3.75	-	3.80	
Antimony chloride, iq.	lb.	.15	-	.20	
Anhydrous	lb.	.50	-	.55	
Oxide	lb.	.08	-	.08%	
Sulfide, Crimson	lb.	-	-	.60	
Golden No. 1	lb.	-	-	.35	
No. 2	lb.	-	-	.55	
Vermilion	lb.	.11½	-	.12	
Arsenic, white	lb.	.15	-	.17	
Red	lb.	.12	-	.17	
Barium, chloride	ton	100.00	-	110.00	
Imported	ton	85.00	-	90.00	
Binoxide	lb.	.23	-	.25	
Carbonate works	ton	97.50	-	100.00	
Nitrate	lb.	.14	-	.15	
Barytes, floated, white.	ton	29.50	-	30.00	
Off color	ton	18.00	-	20.01	
Blanc Fixe, dry.	ton	110.00	-	118.00	
Bleaching Pd., f.o.b.wks.100 lbs.	lb.	4.00	-	4.10	
Export, F.A.S.	ton	100 lbs.	4.25	-	4.50
Bromine, Purified wks.	lb.	.55	-	.55	
Calcium Acetate	ton	2.50	-	2.55	
Carbide	lb.	.05	-	.05%	
Carbonate	lb.	.0134	-	.024	
Light	lb.	.03½	-	.04%	
Heavy	lb.	.03	-	.04	
Chloride, solid, f.o.b.N.Y.	ton	-	-	.33½	
Granulated, f.o.b. N.Y.	ton	-	-	.41½	
Flaked, f.o.b. N.Y.	ton	-	-	.41½	
Anhydrous	lb.	.14	-	.15	
Chlorine, liquid	lb.	.09	-	.16	
Carbon bisulfide	lb.	.08	-	.11	
Carbon black	lb.	.12	-	.14	
Carbon tetrachloride	lb.	.27	-	.28	
Cobalt Oxide	lb.	.65	-	.70	
Copper Carbonate	lb.	.05	-	.06%	
Cyanide	lb.	.21½	-	.22	
Subacetate (Verdigris)	lb.	.45	-	.48	
Powdered	lb.	.40	-	.42	
Sulfate	ton	7.00	-	7.25	
Second Hands	ton	6.00	-	6.50	
Copperas	ton	1.50	-	1.75	
Ferric Chloride, crys.	lb.	.10%	-	.11%	
Liquid, 40 deg.	lb.	.07	-	.07%	
Ferrous Chloride, crys.	lb.	.05%	-	.06%	
Flake White	lb.	.16½	-	.17%	
Fluorspar, Powdered	ton	30.00	-	35.00	
Acid Grade	ton	-	-	-	
Fuller's Earth, f.o.b. mines.	ton	16.00	-	17.00	
Fuel Oil, crude	gal.	3.25	-	3.35	
Refined	gal.	3.50	-	3.60	
Lead Acetate, white cryst.	lb.	.16	-	.16½	
Imported	lb.	.12½	-	.13	
White Cakes	lb.	.14½	-	.15½	
Broken Cakes	lb.	.15½	-	.16	
Granulated	lb.	.15½	-	.16	
Arsenate, powdered	lb.	.22	-	.23	
Paste	lb.	.11	-	.15	
Nitrate	lb.	-	-	.15	
Oxide, Litharge, Amer. pd.	lb.	.11½	-	.15½	
Red, American	lb.	.12½	-	.15½	
Sulfate basic	lb.	.10	-	.10%	
White, Basic Carb., Amer.	lb.	.10½	-	.15½	
dry	lb.	.13	-	.15½	
in Oil, 100 lbs. or over.	lb.	.03	-	.03½	
Lithopone	lb.	.07½	-	.08½	
Lime, hydrate	lb.	.03	-	.03½	
Acetate	ton	2.50	-	2.55	
Sulfur solution	gal.	.17	-	.22	
Magnesite	ton	72.00	-	75.00	
Magnesium Sulfate, tech.	ton	3.00	-	3.75	
Imported	ton	1.75	-	1.85	
Chloride, fused works	ton	-	-	48.00	
Miners Chloride	lb.	.30	-	.31	
Sulfate	lb.	.20	-	.22	
Nickel oxide	lb.	.40	-	.45	
Salt, single	lb.	.12½	-	.13	
double	lb.	.12	-	.12½	
Nitre Cake, bulk.	ton	7.00	-	7.50	
Orange Mineral	lb.	.15½	-	.16½	
Paris Green	lb.	.32	-	.35	
Phosphorus red	lb.	-	-	.50	
Yellow	lb.	-	-	.35	
Oxychloride	lb.	.42½	-	.45	
Sesquioxide	lb.	-	-	.45	
Plaster of Paris	bbl.	.150	-	.155	
True Dental	bbl.	.175	-	.200	
Potash Caustic, 88-92	lb.	.22	-	.24	
Second Hands	lb.	.16	-	.18	
Imported	lb.	.22	-	.23	
70-75%	lb.	.17	-	.19	
Sticks, U.S.P.	lb.	.85	-	.93	
Potassium Bichromate	lb.	.22	-	.23	
Carbonate, 80-85 p.c.	lb.	.16½	-	.17	
Hydrated	lb.	.23	-	.24	
*85-90 p.c.	lb.	.20	-	.21	
Chlorate, cryst.	lb.	.18	-	.18½	
Powdered, American	lb.	.18	-	.18½	
Imported	lb.	.12	-	.13	
Muriate, basis 80 p.c.	unit	2.15	-	2.20	
Low grade	unit	-	-	1.85	
Metabisulfite	lb.	.41	-	.42	
Persimmonate, Com'l.	lb.	.35	-	.36	
U.S.P., See Fine Chemicals	lb.	.55	-	.58	
Prussiate, red	lb.	.33	-	.34	
Yellow	lb.	.27	-	.28	
Sulfate	ton	50.00	-	60.00	
Soda Ash, 88 p.c. light.	ton	1.90	-	2.00	
Dense, 58 p.c. bags.	ton	3.80	-	3.90	
Caustic, 76 p.c.	ton	100 lbs.	5.50	-	
Flake, works	ton	100 lbs.	5.50	-	
Sodium Acetate	lb.	.10	-	.11	
Bichromate	lb.	.09	-	.10	
Bicarbonate	ton	2.75	-	3.00	
Bisulfite, Powd.	lb.	.07	-	.08	
Bisulfite, bulk	ton	7.00	-	7.50	
Carbonate Sal. bbls.	ton	2.00	-	2.25	
Chlorate	lb.	.10	-	.11	
Cyanide 96-98	lb.	.27	-	.29	
Imported	lb.	.22	-	.24	
72-76 p.c.	lb.	.23	-	.25	
Fluoride	lb.	.16	-	.17	
Hydrosulfite	lb.	.120	-	.125	
Hyposulfite, Crys. bbls.	ton	3.75	-	4.25	
Granulated	ton	100 lbs.	4.00	-	
Kegs	ton	2.80	-	3.00	
Nitrate, crude	ton	100 lbs.	.0534	-	
Double refined	ton	100 lbs.	.0534	-	
Nitrite	lb.	.07½	-	.08	
Peroxide	lb.	.35	-	.40	
Phosphate (tri) ref.	lb.	.07	-	.07½	
di-Sodium, U.S.P., gran. b.	lb.	.08	-	.08½	
Technical	lb.	.06½	-	.06	
Anhydrous	lb.	.16½	-	.17	
Mono-Sodium, ref.	lb.	.25	-	.30	
Prussiate, Yellow	lb.	.20	-	.22	
40 deg.	ton	1.50	-	2.25	
Sulfide, 60 p.c.	ton	.07½	-	.08	
30 p.c. crystals	ton	.04½	-	.04½	
Sulfite, Gl' b. salt.	ton	.17½	-	.18½	
Thiocyanate	lb.	.50	-	.50	
Strontium Nitrate	lb.	.15	-	.16	
Carbonate	lb.	.20	-	.30	
Sulfur Chloride, red.	lb.	.08	-	.10	
Yellow	lb.	.07	-	.09	
Sulfur Dioxide Com.	lb.	.12	-	.14	
Sulfur, crude	ton	20.00	-	25.00	
Filt'r Com'l., bbls.	ton	1.70	-	2.10	
Roll, 100 p.c.	ton	3.45	-	3.90	
Flowers, 100 p.c.	ton	3.50	-	4.35	
Sulfuryl, Chloride	lb.	-	-	.25	
Tartar Emetic, tech.	lb.	.52	-	.55	
Tin, bleichloride	lb.	.19	-	.21	
Crystals	lb.	.40	-	.41	
Oxide	lb.	.50	-	.52	
Whiting	ton	1.15	-	1.75	
Zinc, carbonate	lb.	.16	-	.18	
Chloride, Fused	lb.	.06	-	.10	
Granulated	lb.	.13	-	.13½	
Cyanide	lb.	.45	-	.47	
Oxide, French	lb.	.11½	-	.13½	
American	lb.	.08½	-	.11	
Sulfate	lb.	.08½	-	.04	

Metals

Tin Straits	cwt.	-	-	33.50
Banca	cwt.	-	-	-
American, pure	cwt.	-	-	-
99 p.c. pure	cwt.	-		

R.W. GREEFF & CO.

Incorporated

78 Front Street

Cor. Old Slip

NEW YORK CITY

Exporters and Importers Manufacturers' Agents

Formaldehyde 40% Vol. U.S.P.

Manufactured by

Meiville-Corbett Company, St. Marys, Pa.

Oxalic Acid Crystals—Formic Acid 85/90%

Manufactured by

Fabriek Van Chemische Producten, Vondelingenplaet, Holland

Quinine Salts and Quinine Minor Alkaloids and Salts

Manufactured by

N. V. Nederlandsche Kininfabriek, Maarssen, Holland

Phenolphthalein

Manufactured by

The Youngstown Chemical Company, Youngstown, Ohio

Cable Address: Fergotrav, Newyork. All Codes used

European Representative: R. W. GREEFF & CO.
London and Manchester, England

Carbon Bisulphide

50, 100 and 500 lb. drums

Carbon Tetrachloride

50, 100, 650 and 1350 lb. drums

THE WARNER CHEMICAL COMPANY

Manufacturers

52 Vanderbilt Avenue, New York

Telephone Murray Hill 262

PLANTS

Carteret, N. J.

South Charleston, W. Va.



Imported Pre-War Quality

LITHOPONE

30%

KATZENBACH & BULLOCK CO.

440 Washington St., New York, N. Y.

Boston
ChicagoTrenton
MontrealPhiladelphia
SeattleAkron
San Francisco

Cable Address: KABOCK NEWYORK. All codes.

SOLE SALES AGENTS FOR

Quinn Laboratories, Inc., Olean, N. Y.

Manufacturers of

Wood Creosote, U.S.P.

Coal-tar Crudes, Intermediates and Colors—Naval Stores

Bismuth. (See Fine Chemical Prices)	
Cadmium	lb. 1.40 — 1.50
Cobalt	lb. — 6.00
Mercury	flask 53.00 — 55.00
Platinum, pure	oz. 85.00 — 90.00
Iridium	oz. — 300.00
Palladium	oz. 75.00 — 85.00
Tungsten, ore per short ton unit	
Wolframite, Chinese	— 4.00
Bolivian	8.00 — 8.50
Scheelite, Amer.	— 6.00
Japanese	— 5.50
Silver	oz. — .98%
Foreign	oz. — .74

Fertilizer Materials

Ammonium Sulfate, Single & double bags	100 lbs. 3.75 — 4.00
Blood, dried, f.o.b. N.Y. unit	— 5.10
Bone, 3 and 50, ground, raw, ton	— 45.00
Cyanamide wks.	unit — 4.50
Fish Scrap, dom., dried, f.o.b. work	unit 5.00 — 10.00
Nitrate Soda	100 lbs. 2.90 — 3.00
Tankage, high-grade, f.o.b. Chicago	— unit — 4.00
Phosphate Rock—	
Florida pebble, 68 p.e. ton	11.00 — 11.50
Tennessee, 78-80 p.c. ton	15.50 — 18.50
Potassium muriate, 80 p.e. unit	— 2.20
Sulfate	unit — 2.85

Naval Stores

(Carloads ex-dock)	
Spirits Turpentine in bbls. gal.	— .97
Wood Turpentine, steam distilled, bbls.	— .25
Destructive distilled, bbls. gal.	— .93
Pitch, Prime	bbl. 8.50 — 11.00
Rosin, B	— 10.50
D	— 10.50
E	— 10.50
F	— 10.50
G	— 10.50
H	— 10.50
I	— 10.50
K	— 10.50
M	— 10.50
N	— 10.50
WG	— 10.50
WW	— 10.75
Rosin Oil, first run	gal. .69 — .71
Second run	gal. .71 — .73
Tar, kiln-burnt	bbls. 14.50 — 16.00
Retort	bbl. 14.75 — 15.50

Dyestuffs

COAL-TAR CRUDES	
Anthracene 80-85 p.c.	lb. .75 — 1.00
40-45 p.c.	lb. .15 — .20
Benzene, C. P.	gal. .35 — .40%
(90 p.c.)	gal. .33 — .38%
Carbazol	lb. .85 — 1.00
Cresyl Acid, 95 p.c. dark, gal.	1.10 — 1.20
Straw, 97.9 p.c. gal.	1.20 — 1.30
Cresol, U.S.P.	lb. .18 — .21
Cresote oil	gal. .20 — .24
Dip. oil	gal. .37% — .40
Naphthalene, balls	lb. .10 — .11
Flake	lb. .09 — .10
Second Hands	lb. .08 — .11
Phenol, Gov't Surplus	lb. .12 — .17
Open Market	lb. .11 — .17
Pitch, various grades	ton 14.00 — 18.00
Solvent naphtha	.30 — .35%
Tar Acid Oil, 28 p.c.	gal. .574 — .6134
80 p.c.	gal. .73 — .80
Toluene, pure	gal. .35 — .40%
Xylene, 10 deg. dist. range	gal. .45 — .50%
5 deg. dist. range	gal. .50 — .55%
2 deg. dist. range	gal. .60 — .65%

INTERMEDIATES

Acid 1, 2, 4	lb. 1.00 — 1.05
Acid, Anthranilic	lb. 2.20 — 2.50
Technical	lb. 1.70 — 2.00
Acid B	lb. — 2.25
Acid Benzoic, tech.	lb. — .70
Acid Broenner's	lb. 1.75 — 1.80
Acid Chloroacetic, tech.	lb. .50 — .60
Acid Cleves	lb. 1.65 — 1.75
Acid Gamma	lb. 3.75 — 4.00
Acid H	lb. 1.60 — 1.65
Acid Laurent's	lb. 1.50 — 1.60
Acid Metanilic	lb. 1.60 — 1.70
Acid Monosulfonic F (delta)	lb. — .85
Acid Naphthalonic, Crude	lb. — .75
Refined	lb. .90 — 1.00
Acid Neville & Winther's	lb. 1.80 — 1.85

Acid Phthalic	lb. .40 — .45
Anhydride	lb. .65 — .80
Acid Picramic	lb. 1.00 — 1.05
Acid Pleric	lb. .30 — .45
Acid Salicylic, tech.	lb. .33 — .40
Acid Sulfinic crude	lb. .33 — .35
Acid Tobias	lb. 2.25 — 2.75
Acetanilide, tech.	lb. .28 — .30
p-Aminoacetanilide	lb. 1.8% — 2.00
p-Aminoazobenzene	lb. 1.15 — 1.20
p-Aminophenol	lb. 2.25 — 2.40
Hydrochloride	lb. 2.00 — 2.25
o-Aminophenol	lb. 3.25 — 3.50
Aniline Oil, (drums extra)	lb. .22 — .30
Aniline Salt	lb. .33 — .35
Antraquinone Subl.	lb. 2.50 — 2.75
Paste, 25 p.c.	lb. 1.00 — 1.10
Bayer's Salt	lb. 1.05 — 1.10
Benzaldehyde, Tech.	lb. — .55
Second Hand	lb. — .55
Benzidine Base	lb. 1.00 — 1.05
Benzidine Sulfate	lb. .80 — .90
Benzoyl chloride	lb. 1.25 — 1.35
Benzylchloride, 95-97	lb. .26 — .30
Bromobenzene	lb. .70 — .75
Chlorobenzene	lb. .14 — .16
Chlorhydrin	lb. — 2.50
Diaminophenol	lb. 5.50 — 6.00
Dianisidine	lb. 8.00 — 9.00
p-Dichlorobenzene	lb. .15 — .20
D-Dichlorobenzene	lb. .15 — .25
Dichlorobenzene, mixed	lb. .07% — .08
Dimethylaniline	lb. .75 — .80
Dimethylaniline, drums ext.	lb. .90 — 1.00
Dinitrophenol	lb. .45 — .50
Dinitrobenzene	lb. .29 — .32
Dinitrochlorobenzene	lb. .30 — .33
Dinitronaphthalene	lb. .45 — .50
Dinitrotoluene	lb. .36 — .37
Diphenylamine	lb. .70 — .72
Ethyl Bromide	lb. .85 — .90
Ethyl Chloride	lb. 1.00 — 1.10
"G" Salt	lb. .80 — .90
Hydrazobenzene	lb. 1.50 — 2.00
Michler's Ketone	lb. 4.00 — 4.25
Monochlorobenzene	lb. .14 — .16
Monothiylaniline	lb. 2.00 — 2.10
a-Naphthol, crude	lb. 1.15 — 1.25
Refined	lb. 1.45 — 1.50
b-Naphthol, distilled	lb. .42 — .43
a-Naphthylamine	lb. .40 — .45
b-Naphthylamine, tech.	lb. 1.90 — 2.00
Sublimed	lb. .25 — .25
m-Nitroaniline	lb. .95 — 1.00
p-Nitroaniline	lb. 1.05 — 1.10
p-Nitroacetanilide	lb. .80 — .85
Nitrobenzene	lb. .14 — .16
p-Nitrochlorobenzene	lb. .42 — .45
Nitronaphthalene	lb. .30 — .35
p-Nitrophenol	lb. .75 — .80
m-Nitro-p-Toluidine	lb. 3.65 — 4.00
p-Nitrosodimethylaniline	lb. — 1.25
o-Nitrotoluene	lb. .16 — .18
Nitrotoluene-s, Mixed	lb. .30 — .32
p-Nitrotoluene	lb. 2.20 — 2.50
p-Phenylenediamine	lb. 1.25 — 1.30
Phenyl-a-Naphthylamine	lb. 2.50 — 2.75
Phosgene	lb. .75 — .78
Phthalic Anhydride	lb. .65 — .80
"R" Salt	lb. .85 — .90
Resorcinol, Technical	lb. 2.00 — 2.50
Sodium Metalilate	lb. 1.45 — 1.50
Sodium Naphthionate	lb. .80 — .85
Sodium Picramate	lb. .90 — .95
Schaeffer's Salt	lb. — .75
t-Toluene Sulfonamide	lb. 2.75 — 3.00
Tolidine	lb. 1.70 — 1.75
Snifate	lb. — 1.10
Toluidine, Mixed	lb. .45 — .50
o-Toluidine	lb. .27 — .30
p-Toluidine	lb. 1.75 — 1.85
m-Toluylenediamine	lb. 1.15 — 1.25
Triphenyl Phosphate	lb. 1.00 — 1.05
Xylylene	lb. .45 — .50

COAL-TAR COLORS

ACID COLORS:	
Black	lb. 1.25 — 1.70
Blue	lb. 1.00 — 5.00
Brown	lb. 1.25 — 2.00
Fuchsin	lb. 2.50 — 3.00
Green	lb. 1.00 — 2.00
Nominal	lb. .90 — 1.00
COAL-TAR COLORS:	
Alizarin Blue, bright	lb. 7.75 — 9.25
Alizarin Brown, medium	lb. 6.25 — 7.50
Alizarin Brown, conc.	lb. — 2.50
Alizarin Cyanine	lb. 10.00 — 12.00
Alizarin Orange	lb. 1.55 — 1.90
Alizarin Red, 20 p.c. Paste	lb. 1.10 — 1.25
Alizarin Yellow G.	lb. — 1.00
Alizarin Yellow R.	lb. — 1.50
Chrome Black, Dom.	lb. 1.25 — 1.35
Chrome Black, Imp.	lb. 2.20 — 2.50
Chrome Blue	lb. 2.50 — 2.75
Chrome Brown	lb. 1.25 — 1.50
Chrome Green, Dom.	lb. — 2.00
Chrome Red	lb. — 2.00
Chrome Yellow	lb. — .70
Gallocyanin	lb. 3.25 — 4.00
BASIC COLORS:	
Alkali Blue	lb. .85 — 1.45
Auramine O	lb. 2.50 — 3.25
Auramine OO	lb. 4.15 — 4.26
Bismarck Brown R.	lb. .70 — .90
Bismarck Brown G.	lb. 1.20 — 1.30
Brilliant Green Crystals	lb. 6.00 — 7.00
Chrysoldin R	lb. .75 — 1.00
Chrysoldin Y	lb. .75 — .85
Cryst. Violet	lb. 5.00 — 6.00
Emerald Green, Crystals	lb. 8.00 — 8.50
Indigo 20 p.c. paste	lb. .85 — .95
Fuchsia Crystals, Dom.	lb. — 6.50
Fuchsia Base	lb. 4.50 — 5.50
Magenta Dom.	lb. 4.25 — 4.75
Malachite Green, Crystals	lb. 4.50 — 5.00
Malachite Green, Powd.	lb. 3.50 — 3.80
Methylene Blue, tech.	lb. 2.75 — 3.75
Methyl Violet, 3B.	lb. 3.50 — 3.75
Methyl Violet, 6B.	lb. 4.50 — 5.00
Nigrosine, spts. sol.	lb. — .85
Nicosline, water sol. blue	lb. — .70
Phosphine G, Domestic	lb. 7.00 — 10.00
Rhodamine B, ex. cont.	lb. 40.00 — 45.00
Satrarine	lb. 3.50 — 8.00
Victoria Blue B.	lb. 5.00 — 5.50
Victoria Blue, base, Dom.	lb. 6.00 — 6.50
Victoria Blue, crys.	lb. 6.00 — 6.50
Victoria Green	lb. 6.00 — 7.00
Victoria Red	lb. 7.00 — 8.00
Victoria Yellow	lb. 7.00 — 8.00
Violamine R & B.	lb. — 8.00



CAMBELLINE OIL COLORS

Pure Bright Shades

Suitable or

Wood Stains Shoe Polish
Wax Trade Leather Dressings
Oil and Varnishes

Write for Samples and Price Quotations

Established 1876

JOHN CAMPBELL & CO.
 75 Hudson Street, New York



CABLE CODE
 "Mycelium" New York—A.B.C.
 Code—4th-5th-6th Editions
 Bentley's—Western Union



DUPONT DYESTUFF INTERMEDIATES

Cresotinic Acid
 Dinitrotoluene
 Meta Toluenediamine
 Mixed Mononitrotoluenes
 Mixed Toluidines
 Oil of Mirbane
 Ortho Nitrotoluene
 Ortho Toluidine
 Para Nitrotoluene
 Para Toluidine
 Salicylic Acid
 Tolidine, Base

E. I. du Pont de Nemours & Company, Inc.
 Sales Dept.: Chemical Products Division
 WILMINGTON, DELAWARE

New York, N. Y. • 21 E. 40th St.
 Chicago, Illinois • McCormick Bldg.
 San Francisco, Calif. • Chronicle Bldg.
 Boston, Mass. • Harvey Bldg.
 Columbus, Ohio • Gogle Bldg.

DICKS, DAVID COMPANY

MANUFACTURERS OF

DYESTUFFS & CHEMICALS

ANILINE COLORS

BASIC DIRECT	CHROME SULPHUR	ACID OIL & VAT
-----------------	-------------------	-------------------

Specialties for all purposes

WORKS	MAIN OFFICE
Chicago Heights Illinois	Varick and No. Moore Sts. New York City

ALL SOLUBLE

FINEST SPRAY
 WHOLE EGG

FINEST SPRAY
 EGG YOLK

PRIME HEN
 ALBUMEN CRYSTALS

PRIME HEN
 ALBUMEN POWDER

for prompt New York shipment

A. Klipstein & Co.

644-52 Greenwich St.
 New York City

Tanning Materials, Starches, Fats, Oils and Greases

NATURAL DYESTUFFS

Anatto, fine	lb.	.32	— .33
Seed	lb.	.05	— .06
Carmine No. 40	lb.	5.75	— 5.80
Cochineal	lb.	.60	— .62
Gambier, see Tanning			
Indigo, Bengal	lb.	2.00	— 2.25
Oudes	lb.	2.00	— 2.25
Guatemala	lb.	1.90	— 2.00
Kurpaha	lb.	1.60	— 1.90
Madras	lb.	.90	— 1.10
Madder, Dutch	lb.	.25	— .27
Nutmeg, blue Aleppo	lb.	.26	— .29
Chinese	lb.	.33	— .35
Quercitron Bark, see Tanning			
Turmeric, Madras	lb.	.09%	— .10
Aleppo	lb.	.09%	— .09%

DYEWOODS

Barwood	lb.	.06	— .06
Camwood, chips	lb.	.16	— .20
Fustic, sticks	ton	40.00	— 50.00
Chips	lb.	.04	— .06
Hypernic, chips	lb.	.06%	— .07
Logwood Sticks	ton	40.00	— 50.00
Chips	lb.	.04%	— .05%
Quercitron Bark, see Tanning			
Red Saunders	lb.	—	— .22

DYE EXTRACTS

Note: Range of prices on dye extracts includes quality range for large quantity.

Archil, Double	lb.	.24	— .27
Triple	lb.	—	— .19
Concentrated	lb.	.24	— .27
Cutch, Mangrove, see Tanning			
Rangoon, boxes	lb.	.15	— .18
Liquid	lb.	.11	— .13
Tablet	lb.	.13	— .14
Cudbear, French	lb.	—	—
English	lb.	.24	— .26
Concentrated	lb.	—	—
Flavine	lb.	1.00	— 1.50
Fustic, Solid	lb.	.21	— .30
Crystals	lb.	.30	— .40
Liquid, 51 deg.	lb.	.14	— .18
Gall	lb.	.25	— .27
Hematite Extract 51 deg.	lb.	.12	— .14
Crystals	lb.	.23	— .30
Hypernic, liquid, 51 deg.	lb.	.20	— .30
Logwood, solid	lb.	.30	— .38
51 deg., Twaddle	lb.	.11	— .15
Osage Orange, Extract 42 deg.	lb.	.09	— .16
Crystals	lb.	—	— .20
Persian Berries	lb.	.45	— .47
Quercitron, 51 deg.	lb.	.07%	— .08%
Powdered, 10% p.c.	lb.	.14	— .18

MISCELLANEOUS DYESTUFFS

Albumen, Egg, edible	lb.	.70	— .75
Technical	lb.	—	—
Blood, imported	lb.	—	— .70
Domestic	lb.	—	— .75
Prussian blue	lb.	.80	— .85
Soluble	lb.	1.00	— 1.25
Spray yolk	lb.	.40	— .45
Turkey Red Oil	lb.	.11	— .16
Zinc Dust, prime heavy	lb.	.12	— .14
100-lb. tins	lb.	—	— .13%
520-lb. casks	lb.	—	— .12%
Carload lots	lb.	—	— .12

DEXTRINS AND STARCHES

British Gum	per 100 lbs.	5.00	— 5.50
Dextrin, Corn, white or yellow	per 100 lbs.	4.30	— 4.40
Potato, white or canary	lb.	.09	— .10
Starch, Powd. bags	100 lbs.	3.18	— 3.28
Pearl, bags	100 lbs.	3.08	— 3.18
Potato, Domestic	lb.	.07	— .07%
Imported, duty paid	lb.	.06%	— .07
Tapioca flour, high grade	lb.	.06	— .07
Medium grade	lb.	.04	— .05
Low grade	lb.	.03	— .04

*Nominal

TANNING MATERIALS

Algarobilla	ton	—	—
Divi Divi	ton	60.00	— 65.00
Hemlock Bark	ton	16.00	— 18.00
Mangrove, African, 38 p.c.	ton	72.00	— 75.00
Bark, S. A.	ton	67.00	— 70.00
Myrobalans, Jl.	ton	40.00	— 45.00
J2	ton	30.00	— 35.00
B1	ton	38.00	— 40.00
B2	ton	30.00	— 35.00
R2	ton	30.00	— 35.00
Oak Bark	ton	20.00	— 23.00
Ground	ton	—	— 25.00
Quercitron Bark rough	ton	13.00	— 15.00
Ground	ton	27.00	— 29.00
Sumac, Sicily, 28 p.c. tan.	ton	—	— 75.00
Virginia, 25 p.c. tan.	ton	65.00	— 70.00
Valonia Cups 28-33 p.c.	ton	45.00	— 55.00
Beard, 40 p.c.	ton	70.00	— 80.00
Wattle Bark	ton	70.00	— 75.00

TANNING EXTRACTS

Chestnut, clarified, 25 p.c. tan.	lb.	.03%	— .04
Decolorized, 25 p.c. bbls.	lb.	.09%	— .09%
Powdered, 50 p.c.	lb.	.09	— .09%
Gambier, 25 p.c. tan liq.	lb.	.09%	— .10%
Common	lb.	.07%	— .08
Cubes, Singapore	lb.	.10	— .12
Hemlock, 25 p.c. tan works	lb.	.05%	— .05%
Larch, 25 p.c. tan	lb.	.04%	— .05
Crystals, 50 p.c. tan	lb.	.09%	— .09%
Mangrove, 55 p.c. tan	lb.	.09%	— .10
Liquid, 35 p.c. tan	lb.	.06%	— .07%
Myrobalans, Jl., 23-25 p.c. tan	lb.	.07%	— .08
Solid, 50 p.c. tan	lb.	.12	— 12%
Substitute, Jl., 23-25 p.c.	lb.	.07	— .07%
Oak Bark, liquid, 23-25 p.c. tan	lb.	.06%	— .06%
Tanks	lb.	.06%	— .06%
Quebracho, liquid, 35 p.c. tka	lb.	.04	— .04%
Barrels	lb.	.04%	— .05
25 p.c. tan, bleaching	lb.	.05	— .05%
Solid, 65 p.c. tan ordinary	lb.	.06%	— .07
Clarified	lb.	.07	— .08
Spruce, liquid, 25 p.c. tan,	lb.	.01%	— .01%
works, tanks	lb.	.02%	— .03
Powd., 50 p.c. tan	lb.	.03%	— .03
Sumac, liquid, tan	lb.	.07%	— .08

OILS

ANIMAL AND FISH

(Cetaceans)

Cod Newfoundland	gal.	—	—
Second Hands	gal.	—	—
Domestic, prime	gal.	—	—
Cod Liver, Newfoundland	bbl.	45.00	— 50.00
Norwegian	bbl.	45.00	— 50.00
Degras, American	lb.	.06	— .06%
English	lb.	.06%	— .06%
Neutral	lb.	.10	— .13
Herring	gal.	—	— .65
Horse	lb.	.11	— .12
Lard prime	gal.	1.45	— 1.50
Off prime	gal.	1.25	— 1.30
No. 1	gal.	1.10	— 1.15
Extra, No. 1	gal.	1.15	— 1.20
No. 2	gal.	1.05	— 1.10
Menhaden, Light strained	gal.	—	— .68
Yellow, bleached	gal.	—	— .71
Extra, bleached, winter	gal.	—	— .73
Blown	gal.	—	— .80
Crude, f.o.b. works, bbls.	gal.	.40	— .42
Tanks	gal.	.37	— .40
Neatsfoot, 20 deg.	gal.	—	— 1.65
38 deg., cold test	gal.	—	— 1.60
40 deg., cold test	gal.	—	— 1.50
Prime	gal.	1.55	— 1.65
Oleo, Oil	lb.	.15	— 1.18%
Red Distilled	lb.	.09%	— .09%
Saponified	lb.	.09%	— .09%
Sod	lb.	—	—
Sperm bleached winter	lb.	—	— 1.80
38 deg., cold test	gal.	—	— 1.80
45 deg., cold test	gal.	—	— 1.75

*Nominal

Stearic Acid, single pressed	lb.	—	— .13
Double pressed	lb.	—	— .15%
Triple pressed	lb.	—	— .16%
Tallow, acidless	gal.	1.25	— 1.30
Whale, natural winter	gal.	—	— 1.00
Bleached, winter	gal.	—	— 1.10
Crude, tanks, Coast	lb.	—	— .13

VEGETABLE OILS

Castor, No. 1 bbls.	lb.	.14	— .15
Cases	lb.	.15	— .16
No. 3	lb.	.12	— .13%
China Wood Oil, bbls.	lb.	.13	— .13%
Coast, bbls.	lb.	.11½	— .12
Coconut Dom. Ceylon, bbls.	lb.	.14	— .14%
Tanks, Spot	lb.	.13	— .13%
Cochin, bbls., Dom.	lb.	.15	— .15%
Tanks	lb.	.14	— .14%
Manila, tanks, coast	lb.	.11½	— .11%
Edible	lb.	.16%	— .17
Cottonseed, Crude, f. o. b.	lb.	.06	— .06%
Prime Summer, Yel. bbls.	lb.	.08%	— .09
*White	lb.	—	—
Winter yellow	lb.	.12½	— .12%
Linseed, raw car lots	gal.	.79	— .82
5 barrel lots	gal.	—	—
Boiled, 5-bbl. lots	gal.	—	—
Double Boiled, 5-bbl. lots	gal.	—	—
Raw tanks	gal.	.70	— .73
English, Shipment, bbls.	gal.	.80	— .90
Olive, denatured	gal.	2.85	— 2.90
Edible	gal.	3.40	— 3.60
Foots	lb.	.11	— .11½
Palm Lagos, casks	lb.	.09	— .09%
*Benin	lb.	—	—
Niger	lb.	.08%	— .08%
Peanut Kernel, domestic	lb.	.14	— .14%
Imported	lb.	.13%	— .13%
Peanut Oil, refined	lb.	.14%	— .15
Crude, f.o.b. mills tanks	lb.	.08%	— .09
Oriental, coast, tanks	lb.	.08%	— .09
Crude, Bbls., spot	lb.	—	—
Perilla, coast tanks	lb.	.11	— .12
Bills, N. Y.	lb.	—	—
Poppy Seed	gal.	—	— 3.25
Rapeseed, ref'd bbl.	lb.	1.10	— 1.20
Tanks Coast	lb.	.11½	— .12
Blown	gal.	.13	— 1.40
*Sesame, domestic, edible	gal.	—	— 2.25
*Imported	lb.	—	—
Soya Bean, tanks, Coast, Dec.	lb.	.06%	— .07
Futures	lb.	.07	— .07½
New York, bbls., crude	lb.	.10%	— .11
Edible	lb.	.13	— .13½
Walnut, Crude	lb.	.14	— .15

GREASES, LARDS, TALLOWS

(New York Markets)

Grease, white	lb.	.07	— .07½
Yellow	lb.	—	— .05%
House	lb.	.05	— .06
Brown	lb.	—	— .18
Lard City	lb.	—	— .13½
Compound	lb.	—	— .13
Stearine, lard	lb.	—	— .22
Oleo	lb.	.09	— .09%
Tallow, edible	lb.	—	— .09
City, Special	lb.	—	— .07½
(Chicago Markets)	—	—	—
Tallow, edible	lb.	.09	— .09%
City Fancy	lb.	.08	— .08%
Prime Packers	lb.	.07½	— .08
Grease, Choice White	lb.	—	— .10
"A" White	lb.	—	— .07½
"B" White	lb.	.06%	— .07
Yellow	lb.	.05½	— .05
Brown	lb.	.04½	— .05
Bone	lb.	.04	— .04½
House	lb.	.04½	— .05
Stearine, prime Oleo	lb.	.09	— .09%
Lard leaf	lb.	—	— .18
OIL CAKE AND MEAL	—	—	—
*Cottonseed Cake, f.o.b. Texas	—	—	—
f.o.b. New Orleans	—	—	—
Cottonseed, Meal, f.o.b. Atlanta	46.00	—	— 50.00
Columbia	—	—	—
New Orleans	—	—	—
*Corn Cake	—	—	—
Meal Chicago	—	—	—
short ton	88.00	—	— 96.00
Linseed cake, dom.	—	—	— 32.00
Linseed Meal	—	—	— 30.00
—	—	—	— 3

BENZOATE of SODA BENZOIC ACID

Not made by the chlorine method,
therefore chlorine free.

HERRICK & VOIGT

Importers

Exporters

Merchants

1 LIBERTY STREET NEW YORK CITY

THE *Jeldey* BRAND

Phthalic Anhydride PURE Needle CRYSTALS

Moisture	None
Chlorides	None
Chlorine	None
Sulphur	None
Benzoic Acid	None
Phthalic Acid	None
Ash	0.05%
PHTHALIC ANHYDRIDE	99.97%
MELTING POINT	131.9°C.

Containers, 5 to 200 lbs.
Domestic and Export

New Process, refined to the
HIGHEST DEGREE OF PURITY
No variation in quality

THE WALKER CHEMICAL COMPANY

Pittsburgh, Pa., U. S. A.

NICHOLS COPPER CO.

Refiners of Copper

Manufacturers of



Copper Sulphate

(Blue Vitriol)

Guaranteed 99% Pure

Its high copper content makes for economy
and the best service.

25 BROAD STREET, NEW YORK

Telephone Broad 2620

Cable "ACIDSMELL"

North Star Products

LANOLINE--U.S.P.

(Adeps Lanus)

HYDROUS—ANHYDROUS
HIGHEST QUALITY COLOR PERFECT
ODORLESS LOWEST PRICES

NEUTRAL WOOL FAT

A COLOR AND GRADE
FOR EVERY REQUIREMENT

WOOL GREASE

ALL GRADES

Trade Mark

Send for samples and prices

NORTH STAR CHEMICAL WORKS

Inc.

LAWRENCE, MASS.

"America's Original Refiner of Lanoline"

Export Agents Stanley, Jordan & Company, Inc. 93 Water St. New York

Imports of Chemicals, Dyestuffs, Drugs, etc.

Imports from November 29 to November 27

ACIDS—Cresylic, 65 drums, Hemingway & Co., Manchester; 44 drums, General Baking Co., Manchester; Oxalic, 30 casks, Roessler & Hasslacher Chemical Co., Hamburg; Tartaric, 400 casks, W. Neuberg, Rotterdam; 35 casks, Marcel Barres, Talachano; 100 casks, Equitable Trust Co., Rotterdam; 10 casks, Grasselli Chemical Co., Manchester

ALLIZARINE—1 cask, Hensel, Bruckmann & Lorbacher, Rotterdam

ALMOND MEAL—1 c., Ungerer & Co., London

ALMONDS—35 bgs., Brown Bros. & Co., Catania; 50 bgs., H. P. Winter & Co., Catania; 100 bgs., Lazard Freres & Co., Catania; 22 bgs., Guaranty Trust Co., Catania; 100 bgs., Smith & Schipper, Catania; 100 bgs., Smith & Schipper, Catania; 100 bgs., Irving National Bank, Malaga; 50 cts., Bank of Montreal, Malaga; 100 cts., Imperial Bank of Canada, Malaga; 502 cts., Bunker's Trust Co., Malaga; 200 cts., National Bank of Commerce, Malaga; 400 cts., Acker, Merrill & Condit, Malaga; 1,200 cts., Irving National Bank, Cartagena; 600 cts., 15 bgs., H. P. Winter & Co., Cartagena; 200 bgs., Brown Bros. & Co., Cartagena; 600 cts., British Bank of South America, Cartagena; 250 cts., W. Brandt's Sons & Co., Cartagena; 1,284 cts., 20 bgs., A. Reggile, Cartagena; Shelled, 450 bgs., W. Brandt's Sons & Co., Alicante; 200 bgs., Brown Bros. & Co., Alicante; 110 bgs., 45 bgs., Irving National Bank, Alicante; 200 bgs., American Express Co., Alicante

ALUM—38 casks, Chase National Bank, Liverpool

ALUMINUM POWDER—1 c., Hammel, Riglander & Co., Rotterdam

ALUMINUM SULFATE—450 bgs., W. Schall & Co., Rotterdam

AMMONIUM MURATE, 1 bx., American Express Co., Liverpool

ANILINE COLORS—2 drums, Aniline Dyes & Chemical Co., Rotterdam; 3 casks, Hensel, Bruckmann & Lorbacher, Rotterdam; 7 casks, Geigy Co., Inc., Havre; 8 kegs, F. B. Vandegrift & Co., Liverpool

ANTHRACENE—98 drums, T. D. Downing & Co., Manchester

ANTIMONY—Golden, 1 cask, American Foreign Service Corporation, London; Regulus, 80 bgs., Mechanics & Metals National Bank, Hongkong

ARCHIL—5 casks, A. De Ronde & Co., London

ARGOLS—214 casks, Tartar Chemical Works, Leghorn

BALSAM—Copalba, 10 bbls., Sorensen & Neilson, Liverpool

BARIUM CARBONATE, 54 casks, P. Uhlich & Co., Rotterdam

BARK—Cinchona, 60 bgs., F. Griffin & Co., Colombo; 50 bgs., H. R. Lathrop & Co., Rotterdam; Quillia, 153 bgs., W. R. Grace & Co., Valparaiso; Peruvian, 24 bgs., Duncan, Fox & Co., South Pacific Ports

BAY RUM—c., L. A. Yordan, Ponce; 6 bgs., Born Distilling Co., San Juan

BEANS—Castor, 43 casks, Melchior, Armstrong & Dessau, Port au Prince; Cocoa, 25 bgs., Middleton & Co., St. Lucia; 100 bgs., Guaranty Trust Co., South Pacific Ports; 1,500 bgs., Banker's Trust Co., Bahia; 6,500 bgs., Bank of New York, Bahia; 5,870 bgs., A. McMommies & Co., Bordeaux; 10 bgs., Yglesias & Co., La Guaya; 71 bgs., Mercantile Bank of America, Inc., La Guaya; 245 bgs., Michelena & Co., Puerto Plata; 200 bgs., Yglesias & Co., Puerto Plata; 134 bgs., W. Schall & Co., Puerto Plata; 49 bgs., W. R. Grace & Co., Sanchez; 100 bgs., J. Julia & Co., Sanchez; 808 bgs., Huth & Co., London

BENZOL—1 c., Winter, Ross & Co., Batavia

CAMPHOR—100 cts., Mechanics & Metals National Bank, Hongkong; 20 cts., V. Neilson, Shanghai; 100 cts., Standard Bank of South Africa, Ltd., Hongkong

CASHEW NUTS—1 c., 4 bbls., H. V. Anderson, Kingston

CHEMICALS—2 cts., Elson & Brewer, Havre; 1 cts., 1 cts., T. Nevin, London; 7 cts., Bank of Manhattan Co., Havre; 10 cts., Merck & Co., Hamburg; Pharmaceutical, 71 cts.,

State Forwarding & Shipping Co., Havre

CHLOROFORM—one half cts., T. Nevin, London

CHROMIUM OXIDE, 4 casks, Toch Bros., London

CLAY—China, 1,571 tons, 6 cwt., Moore & Munger, Fowey; 1,562 tons, 16 cwt., English China Clay Sales Corporation, Fowey; 1,420 tons, 2 cwt., (in bulk) Baring Bros. & Co., Fowey; 105 tons, 7 cwt., L. A. Salomon & Son, Fowey; 410 tons, 37 cwt., G. Knowles & Son, Inc., Fowey; 1,014 tons, 15 cwt., J. B. Moore & Co., Fowey

COPRA—150 tons, (in bags), Spencer Kellogg & Co., Manila

CURRENT JUICE—1 c., American Blue-friesveen, Rotterdam

DEXTRINE—1 csk., F. B. Vandegrift & Co., Copenhagen

DRUGS—7 cts., R. F. Downing & Co., Liverpool; 2 cts., T. Nevin, London; 84 cts., 9 bbls., 5 casks, Banca Anglo South America, Buenos Aires; 7 cts., W. Schall & Co., Havre

ERGOT—13 bgs., L. Libby & Co., Lisbon; 125 bgs., C. Pfizer & Co., Lisbon

ETHER—one half cts., T. Nevin, London

EXTRACTS—Quebracho, 2,407 bgs., W. Schall & Co., Montevideo; Sage, 1 bx., Dodge & Olcott Co., Barcelona

FRUIT JUICE—1 c., Montauk Forwarding Co., Hamburg

FULLER'S EARTH—300 bgs., L. A. Salomon & Co., London

FUSTIC—1,190 pcts., C. R. Pearson, South Pacific Ports

GAMBIER—10 cts., W. F. Muller, Batavia

GLYCERIN—61 drums, E. I. du Pont de Nemours & Co., Genoa; Crude, 176 drums, Marx & Rawolle, Manchester

GRAPHITE STRIPS, 5 cts., Bolte & Bros., Rotterdam

GUM COPAL, 152 bks., National City Bank, Macassar; 1,804 bks., 114 cts., 150 bgs., International Banking Corporation, Macassar; 317 bgs., Irving National Bank, Macassar; 220 casks, J. France, Manila; 190 bgs., Kidder, Peabody & Co., Singapore; 50 cts., H. Dubler, Manila; Damar, 200 cts., Reynst & Vinju, Batavia; 200 Mechanics & Metals National Bank, Batavia; 125 cts., Guaranty Trust Co., Padang; 350 cts., Baring Bros. & Co., Ltd., Singapore

HERBS—13 bgs., Peek & Velsor, Leghorn; 9 bgs., A. Stallman, Leghorn; Dried, 17 bgs., T. Kramer, Hamburg

HOPS—100 bgs., American Express Co., Hamburg; 10 bgs., Phoenix Shipping Co., Hamburg; 20 bgs., Globe Shipping Co., Rotterdam

INDIGO—30 casks, National City Bank, Havre; Paste, 2 casks, Hensel, Bruckmann & Lorbacher, Rotterdam

IRON OXIDE—31 casks, R. J. Waddell & Co., Liverpool; 20 casks, J. H. Rhodes & Co., Liverpool; 84 casks, E. M. & F. Waldo, Liverpool

LEAD SULFIDE, 9 cts., Horner Rubber Co., London

LEAVES—Coca, 26 bgs., Maywood Chemical Works, South Pacific Ports; Sage, 130 bgs., American Express Co., Candia; 36 bgs., A. E. Tifakis & Co., Candia; Senna, 8 bgs., J. L. Hopkins, London

LEECHES—5 tubs, A. Magnossi, Naples; 4 tubs, Italian Discount & Trust Co., Naples; 6 tubs, Hudson Forwarding Co., Naples; 7 tubs, C. Jaubellini, Naples; 4 cts., Midwood Chemical Co., Bordeaux

LICORICE PASTE—15 cts., N. Martino & Co., Messina

LIME CITRATE, 158 casks, Perry, Ryer & Co., Dominica; Tartrate, 275 bgs., C. Pfizer & Co., Valencia; 505 casks, C. Pfizer, Barcelona

LIME JUICE—10 pkgs., Van Dyk & Lindsay, Dominica; 8 casks, Perry, Ryer & Co., Dominica; 2 casks, Middleton & Co., Dominica; Raw, 5 casks, M. J. Walsh, Dominica

MADDER—3 caks, Simon & Elting, London

MAGNESITE—Calcined, 120 casks, H. J. Baker & Bros., Rotterdam

MAGNESIUM CHLORIDE, 180 casks, A. Kramer & Co., Rotterdam

MEDICAL PREPARATIONS—700 cts., Ying Chong, Hongkong

MEDICINES—6 cts., A. Pugliese, Genoa; 2 cts., Hudson Forwarding Co., Naples; 2 cts., H. K. Mulford & Co., Singapore; 3 cts., 9 pkgs., 1 cts., T. Nevin, London; 3 cts., W. Anderson & Co., Manila

MICA—23 cts., International Banking Corporation, Calcutta; 45 cts., Westinghouse Electric Manufacturing Co., Calcutta; 288 chests, Bank of Montreal, Calcutta; 300 cts., Brown Bros. & Co., Calcutta; Splittings, 28 cts., Bank of Montreal, Calcutta

MYROBALANS—73 pkgs., Norton, Lilly & Co., Alexandria

NAPHTHALENE—Crude, 345 bgs., Irving National Bank, Manchester; Flake, 45 casks, Barrett & Co., Manchester

OILS—Cod, 106 casks, Redden & Martin, St. Johns; Olive, 15 bbls., Brown & Roese, Leghorn; Sulphur, 100 bbls., M. Zannertini, Leghorn

OILS, ESSENTIAL—1 c., Dodge & Olcott, Havre; 17 cts., Roure, Bertrand Bros., Havre; 32 cts., H. J. Wessels, Rotterdam; 5 cts., Ungerer & Co., London; Bergamot, 20 cts., Baring Bros. & Co., Messina; Camphor, 161 drums, F. A. Cundhill & Co., Shanghai; Caraway, 1 drum, J. B. Horner, Rotterdam; 1 drum, Dodge & Olcott, Rotterdam; Citronella, 18 drums, Schulz & Rückgaber, Batavia; 14 drums, Goldman, Sachs & Co., Batavia; Lavender, 1 pkg., Escrivano & Co., Alicante; Lemon, 508 half cts., Dodge & Olcott Co., Messina; Lime, 17 cts., F. S. Maynard & Son, Dominica; 5 cts., Van Dyk & Lindsay, Dominica; 16 cts., Middleton & Co., Dominica; Orange, 1 cts., F. S. Maynard & Son, Dominica; 1 cts., Van Dyk & Lindsay, Dominica; 25 cts., Baring Bros. & Co., London; Rosemary, 1 cts., P. Lorillard & Co., London; Rosemary, 3 cts., Escrivano & Co., Alicante; Ylang Ylang, 5 cts., Insular Commercial Co., Manila

PALLADIUM—1 c., Dentists Supply Co., Southampton

PERFUMERY—1 c., A. L. Van Ameringen, Rotterdam; 1 cts., Eli Lilly, Rotterdam; 4 cts., G. Evans & Co., Havre; 1 cts., 2 cts., 1 cts., 3 cts., Gimbel Bros., Havre; 5 cts., Loeb Co., Havre; 1 cts., Traub, Leurs & Co., Havre; 25 cts., E. Utard, Havre; 6 cts., A. Veldhuisen, Havre; 24 cts., 1 cts., G. Lueders & Co., Havre; 2 cts., M. Levy, Havre; 14 cts., J. DuPont, Havre; 20 cts., Roger & Gallet, Havre; 2 cts., Poirier Export & Import Co., Havre; 3 cts., Claarvo Co., Havre; 1 cts., G. Betta, Havre; 8 cts., 10 cts., F. R. Arnold, Havre; 10 cts., E. Levy, Havre; 17 cts., J. Wanamaker, Havre; 7 cts., O. G. Hempstead & Co., Havre; 11 cts., Southern Pacific Co., Havre; 9 cts., Ford of France, Havre; 1 cts., A. Tetter, Havre; 2 cts., V. Vlavaudou, Havre; 9 cts., Rockhill & Victor, Rotterdam; 3 cts., A. L. Ameringen, Rotterdam; 3 cts., 1 cts., R. H. Macy & Co., Southampton; 2 cts., R. Well, Havre; 7 cts., American Excelsior Co., Havre; 2 cts., United Drug Co., Havre; 3 cts., Dodge & Olcott Co., Havre; 3 cts., M. J. Corbett & Co., Southampton; 142 cts., C. Baez, Southampton

PHARMACEUTICAL PRODUCTS—1 c., Williamsson & Co., Havre; 2 cts., G. J. Wallau, Havre; 18 cts., 14 cts., E. Fougera & Co., Havre; 5 cts., France & New York Medicine Co., Havre; 3 pkgs., R. F. Downing & Co., Rotterdam

PISTACHE NUTS—25 cts., Brown Bros. & Co., Catania; 42 cts., Furness, Withy & Co., Liverpool

PLUMBAGO—29 bbls., McCullough & Dalzell, Colombo; 160 bbls., Brown Bros. & Co., Colombo

POTASSIUM SALTS—Muritate, 500 bgs., G. F. Taylor & Co., Rotterdam; Oxalate, 8 cts., A. Klipstein & Co., Rotterdam

QUICKSILVER—500 bottles, National City Bank, London

ROCHELLE SALTS—20 cks., Garfield & Co., London

ROOTS—Gentian, 154 bgs., American Express Co., Bordeaux; Ipecac, 9 bgs., S. B. Penick & Co., Bahia; 7 bgs., R. Hiller's Sons & Co., London; 3 bgs., Hollinghurst & Co., Canal Zone

SANDALWOOD—11 bks., Peek & Velsor, Rotterdam

SEEDS—Caraway, 100 bgs., Jaburg Bros., Rotterdam; 50 bgs., Archibald & Lewis, Rotterdam; Castor, 163 bgs., Yglesias & Co., Curacao; Cotton, 70 bgs., Huth, Gillespie & Co., Guadalupe; Poppy, 50 bgs., Hallmann Import & Sales Co., Rotterdam; 200 bgs., Catz American Co., Inc., Rotterdam; 100 bgs., Habicht & Co., Rotterdam;

50 lbs., A. Stallman, Rotterdam; 50 bgs., American Bluefrieseem, Inc., Rotterdam; 300 bgs., W. Van Doorn, Rotterdam; 50 bgs., Levy & Lewis, Rotterdam; **Poppy**, Ble, 200 bgs., Landes Co., Rotterdam; Somme, 1,062 bgs., Hush & Co., Rotterdam
SILVER Sulfide, 165 pkgs., Barber, Williams & Co., Talachuanos
SOAP-Castile, 100 cs., Bourjols & Co., Valencia; 700 cs., Heidelbach, Ickeheimer & Co., Cartagena
SODIUM SALTS-Nitrate, 31,560 bgs., W. R. Grace & Co., Iquique; 25,483 bgs., 68,735 bgs., W. R. Grace & Co., Mejillones; Prussiate, 40 casks, J. C. Wiarda & Co., Manchester; Prussiate, Yellow, 19 casks, R. F. Downing & Co., Manchester
SPICES-Cassia, Buds, 37 bxs., National City Bank, London; Cloves, 200 bns., Frame & Co., London; Mace, 8 bgs., Frank Tea & Spice Co., Padang; Nutmegs, 168 cs., 16

bgs., Irving National Bank, Macassar; 211 bgs., Brown Bros. & Co., Padang; 285 bgs., Equitable Trust Co., Padang; 20 bgs., 1 bbl., Frank Tea & Spice Co., Padang; Paprika, 175 bgs., E. E. Marks & Co., Alicante; 35 bgs., Union Commercial Co., Alicante; 50 bgs., M. Paragol Sons, Alicante; 40 bgs., F. B. Vandegrift & Co., Alicante; 40 bgs., D. C. Andrews & Co., Alicante; 25 bgs., J. W. Schader, Alicante; Pepper, Black, 241 bgs., A. Cortes, Alicante; Pimento, 91 bgs., Colonial Bank, Kingston
TALC-500 bgs., Italian Discount & Trust Co., Genoa
TAPIOCA-Flour, 3,110 bgs., Stein, Hall & Co., Batavia; 1,648 bgs., Schiltus American Trading Co., Surabaya
TARTAR-850 bgs., Reichard, Coulston, Inc., Leghorn; 186 bgs., C. Pfizer & Co., Alicante; Raw, 14 scks., E. N. Moisele, Naples; 48

scks., Tartar Chemical Works, Naples
ULTRAMARINE BLUE-4 casks, Export & Domestic Buyers Corporation, Manchester
WATER-MINERAL, 7 cs., G. W. Sheldon & Co., Havre
VACCINE-2 cs., Holder, Weir & Boyd, Liverpool; 2 cs., W. R. Grace & Co., Santo Domingo
WAX-BEES, 33 scks., Guaranty Trust Co., South Pacific Ports; 70 bgs., Guaranty Trust Co., Rotterdam; 3 seroons, W. R. Grace & Co., Sanchez; **Montan**, 40 bgs., W. T. Rawleigh, Hamburg; 200 bgs., American Overseas Trading Corporation, Hamburg; **Paraffin**, 60 pkgs., Smith & Schipper, Calcutta
ZINC-Chloride, 100 drums, Brown Bros. & Co., Liverpool
ZINC DUST-1 cs., American Metal Co., Rotterdam

U. S. EXPORTS LARGER IN OCTOBER

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—Much larger exports and decreased imports in October are shown in a statement by the Bureau of Foreign and Domestic Commerce of the Department of Commerce. Exports during October were valued at \$752,000,000 against \$605,000,000 in September this year and \$632,000,000 in October of last year. For the ten months period ending with October exports were \$6,832,000,000, a slight increase over \$6,499,000,000 in the ten months period of last year.

Imports during October were \$362,000,000 against \$363,000,000 in September and \$402,000,000 in October, 1919. Imports in the ten months ending October of this year were \$4,720,000,000, which is more than one and a half times the imports of \$3,099,000,000 in the ten months period of last year. The excess of exports over imports, amounting to \$390,000,000, is the largest excess in any month of this year.

England's foreign trade returns for October, just published, show decreased exports and imports, the value of imports being the lowest recorded this year, according to a report which has just been received here:

"Imports were valued at nearly 150 millions sterling, a decrease of nearly 3 millions sterling against September. Exports reached 112½ millions sterling showing a decline of slightly over 5 millions sterling as compared with the preceding month. Re-exports, on the other hand increased by over 2 millions sterling, thus slightly reducing the adverse balance of trade to nearly 21½ millions sterling."

CHARGE OF BRIBING EMPLOYEES DENIED

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 1.—The Seymour Chemical Company, of Providence, R. I., and Alexander S. Mann, deny, in an answer just filed with the Federal Trade Commission, that they have been giving gratuities or cash commissions to influence boss finishers in textile mills to purchase their products, but admit that to a few finishers they did make small presents from time to time, and that only one of such finishers had anything to do with the purchasing of finishing materials. Money was never paid, says the company, for the purpose of getting its materials into any mills and no gratuities or cash commissions were ever paid at the rate of \$10 to \$12 per barrel of material sold.

The Vivaudou Company has declared a quarterly dividend of 25 cents a share, payable Jan. 2 to stock of record Dec. 15. The company heretofore has been paying 50 cents a share. Earnings it is said amounted to \$288,450 for the three months ended Oct. 31 or at the annual rate of nearly \$4 a share before providing for taxes.

The moratorium in Cuba has been extended to Dec. 31.

New Incorporations

Aida Chemical Products Co., Brooklyn, N. Y., capital \$25,000. I. F. and C. O. Blasdell, G. B. McGowen, 60 Palmetto St., Brooklyn.
Rhodes Laboratories, Buffalo, N. Y., capital \$50,000. Medicines. J. A. Ford, C. J. Dobbins, J. E. Barry, Buffalo.

U. S. Friction and Filtering Cyanide Process Co., Dover, Del., capital \$1,000,000. To manufacture machinery. M. M. Lucy, L. S. Dorsey, V. P. Lacy, Wilmington, Del.

Acme White Lead and Color Works, Buffalo, N. Y., capital \$10,000. Paints. T. Neal, A. M. Woodward, A. D. Collins, Buffalo.

Beeno Paint Mfg. Co., Dover, Del., capital \$250,000. C. T. Cohes, C. B. Outten, S. L. MacKey, Wilmington, Del.

P. and P. Chemical Co., Passaic, N. J., capital \$100,000. Herman Poslemeyer, Wallington; Eric Windmiller, James A. Green, Passaic, N. J.

Gerus Mfg. and Chemical Corporation, Manhattan, capital \$50,000. H. Fuldrick, Jr., B. E. Moehr, A. Dietzel, 345 Audubon Ave., New York.

Rycia Pharmacal Co., Albany, N. Y., capital \$25,000. B. W. Stricker, Jr., C. B. Sheehy, K. E. Carey, Albany.

Meno Corporation, Manhattan, capital \$50,000. To make chemicals and dyes. A. C. Sinclair, A. K. Behrena, J. A. Myers, 161 West 105 st., New York.

Morisite Process Co., Jersey City, capital \$500,000. To make fertilizers. J. C. Morison, Thomas A. Ryan, Detroit; Frank J. Higgins, Jersey City, N. J.

Pompan et Cie, Manhattan, capital \$100,000. To make cosmetics. S. W. Greenwald, F. P. Price, M. A. Pompan, 38 Park Row, New York.

Polish-American Natural Asphalt Co., Dover, Del., capital \$3,000,000. Joseph E. Parker, Tulsa, Okla.; John F. Sambovski, Westfield, Mass.; John J. Haydash, Hartford, Conn.

Cachuma Asbestos Corporation, Dover, Del., capital \$200,000. C. P. Gragg, J. C. Hames, W. B. McGreal, Los Angeles, Cal.

Capital Increases-Swan and Finch Co., Manhattan, from \$2,000,000 to \$5,000,000.

Capital Reductions-English China Clays Sales Corporation, Manhattan, from \$500,000 to \$400,000.

The American Agricultural Chemical Co. has obtained a judgment for \$217.98 against Wilbur G. Brown, New York. A judgment for \$140.36 has been filed by the Darral Soap Co., Inc., against Albert I. Elias, of the La Salle Products and Supply Co. The Metal Package Corporation of New York has filed a judgment for \$433.43 against American Drug Products, Inc. The American Varnish Works, Inc., has obtained a judgment for \$296.52 against the Paramount Chemical Co., Inc.

The Association of Official Agricultural Chemists, which met in Washington, D. C. recently elected H. W. Wiley honorary president; W. F. Hand of the Mississippi Agricultural College president; F. P. Veitch, Bureau of Chemistry, Washington, vice president; C. L. Alsberg, chief of Bureau of Chemistry, secretary-treasurer. Referees were named to consider questions arising on insecticides, fertilizers, drugs, baking powder and similar subjects.

A. C. Kalbfleisch of the Kalbfleisch Corporation has just returned from a business trip in Canada. He reports business there on the increase and states that the Canadian paper mills will be heavy buyers of chemicals during the coming season.

GENERAL CHEMICAL COMPANY

Baltimore
Buffalo
Chicago
Cleveland
Denver
Easton

MAKERS OF

STANDARD CHEMICALS

NEW YORK OFFICE, 25 BROAD ST.

Cable Address: "Lycurgus"

Montreal
New York
Philadelphia
Pittsburg
Providence
San Francisco

Super-Filtchar

Decolorizing and Deodorizing Carbon

Special Grades of Super-Filtchar are produced for the refining of Edible Oils, Pharmaceuticals, Glycerine, Photographic Chemicals, and numerous other products.

The expert advice of our Research Department goes to our customers without cost. We will show you what improvement can be made in your product before you purchase.

It will pay you to ask us about it.

European Representative: Mr. JACOB HILBORN, 57a Holborn Viaduct, London, E. C. 1, England

FIFTH AVENUE BUILDING, NEW YORK CITY

SOLE MANUFACTURERS

INDUSTRIAL  CHEMICAL CO.



ACIDS ALUMS CHEMICALS

ACETIC
LACTIC
SULPHURIC
MURIATIC
NITRIC
AQUA FORTIS
MIXED

PAPERMAKERS
SIZING
IRON FREE
PICKLE
AMMONIA, U. S. P.
POTASH, U. S. P.
SULPHATE OF ALUMINA
17%—22% Al₂O₃

Miscellaneous
BARIUM CHLORIDE
STRONTIUM NITRATE
BARIUM NITRATE
NITRITE OF SODA
SALT CAKE
CARBONATE OF STRONTIA
DISTILLED WATER
BATTERY SOLUTIONS

Branch Offices:

NEWARK, 240 Vanderpool St.
Telephone, Waverly 4779
PHILADELPHIA, 3500 Gray's Ferry Road
Telephone, Dickinson 58

E. I. du Pont de Nemours & Company, Inc.

Sales Dept.: Acids and Heavy Chemicals Division
WILMINGTON, DELAWARE

EFFECT OF DEFLATION ON THE COST OF DISTRIBUTION IN THE DRUG TRADE

W. A. Hoover's Report to the National Wholesale Drug-gists Association—Increase In Selling and Delivering Expenses—Evil of Over-Solicitation

"The Effect of Deflation on Wholesale Drug Distribution Costs" is the title of a pamphlet issued by the National Wholesale Druggists Association, this week. It is a report made by W. A. Hoover, chairman of the committee on Credits and Collections at the last annual meeting of the Association. Mr. Hoover says in part:

Generally recognized terms of sale are being well maintained, with the exception of one Territorial Section. It is a matter of deep regret to report that in this Section there is a marked tendency to deviate from generally recognized terms of 30 days net or one per cent cash 10 days.

In territory south of the Ohio River and extending as far west as Texas, the practice of allowing a two per cent cash discount seems to be in great danger of becoming general. This condition is, of course, very disturbing to houses engaged in business on the border line and results in continuous charges and counter charges of discount irregularities. Space will not permit an extended argument on this question, which apparently is largely influenced by competition outside of the drug trade.

It is the opinion of your Committee, inasmuch as the majority of the wholesale drug trade in southern territory favor a strict adherence to their published terms of 30 days net or one per cent cash discount in 10 days, that an immediate and well-directed effort should be made to bring about a general recognition of terms entirely consistent with economic requirements and good business practice.

In the consideration of this question, due weight should be given to the greater percentage distribution of proprietary articles and fixed priced goods throughout the South, than is the case in Northern sections. Whereas in Northern, one per cent territory, the percentage sales of proprietary articles is 51 per cent and of fixed priced goods, non-proprietary in character, 12 per cent, making a total of 63 per cent; in the Southern States the distribution is 56.4 per cent and 15.5 per cent, respectively, or a total of 72 per cent.

The generally favorable credit conditions existing during the past five-year period are very accurately reflected by exceptionally low losses outstanding on jobbers' books on record.

The Southern States show the greatest improvement, having reduced their percentage loss from .713 per cent in 1914 to .248 per cent for 1919. The Pacific Coast States follow with a percentage loss for 1919 of .16 per cent only, as compared with .382 per cent for 1914. While losses in the New England and Middle States amounted to .33 per cent for 1914, this figure has been reduced to .172 per cent for 1919, and the Middle Western States from .35 per cent to .22 per cent. The general average for 1919 amounts to .214 per cent, and the average for the four geographical sections .2 per cent, as compared with .442 per cent for 1914.

The recent increase in passenger rates and general cost of traveling sales service again suggests the undue burden carried by the wholesale druggist as the result of over-solicitation.

Selling and delivering expenses as indicated by figures submitted to your Committee amount to 3.80 per cent, equivalent to 30 per cent of the entire cost of doing business and constitutes the largest items therein. No one factor of the jobbers' business is deserving of greater or more careful consideration in connection with the economic problems of the future. No essential change

has taken place in the percentage figures of solicited sales during the past decade, although an increase of 10 per cent characterized this feature of the jobber's business in 1909, as compared with 1899. The figures for 1919 indicate that 64 per cent of jobber's business is solicited, compared with 63.75 per cent for 1909, and 53.16 per cent for 1899.

Five years ago your Committee submitted quite an exhaustive report on this subject and specifically called attention to a survey made of conditions in respect to this problem in Kansas and Nebraska and in some sections of Indiana and Illinois. At that time the retail drug trade in Nebraska were receiving regular calls from the representatives of competing local jobbers 11.4 times each 30 days. The survey of Kansas, including all towns of 2,000 and upward, showed an average of 9.77 calls each 30 days. In seven towns in Kansas the retailers were solicited 14 times each month; in nineteen towns, 12 times. In Indiana and Illinois the conditions were much the same. In the former State the retailer was inflicted with 10½ calls on an average of 30 days, and in the latter State 11.69 calls, a service far beyond the needful requirements of either the jobber or the retailer.

The situation since the above report was submitted has not improved, but has doubtless changed for the worse, as a result of keener and more aggressive competition. Inasmuch as 69 per cent of the jobber's sales consist of fixed priced goods, leaving only 31 per cent of merchandise values represented by goods more severely competitive, is there really any economic reason or excuse for the continuance of a service so utterly disproportionate to the results which might follow a more rational adjustment of this, the most expensive item of the wholesale drug business? Why not cut down the frequency of calls made by the representatives of the individual jobber by one-half?

Reporting on Chinese summer crops, Consul Myers, of Swatow, states that the indigo crop was normal, though it suffered from floods along the lower reaches of the Han River. Current prices for liquid indigo range between \$3 and \$4.50 per picul of 133½ pounds, according to quality. This product is chiefly exported to other parts of China for use in the native dyeing industry. The export of 3,250,000 pounds of indigo in 1913 was valued at only \$49,959, while the export in 1919 of 3,750,000 pounds reached a value of \$328,930, indicating the great advance during the war. Exports during the first half of this year totaled 1,404,533 pounds as compared with 525,333 pounds for the same time last year.

George H. Kimber has left the United States Color & Chemical Company, Ashland, Mass., and is now with the Semet-Solvay Company, Syracuse, N. Y.

Rival claims for the registration of the word Aladdin, with respect to soap, were heard in the London Chancery Division by Mr. Justice Sargent, on an application by the Aladdin Products Co., of Chicago, that the register of trade-marks should be rectified by the removal of the trade-mark Aladdin registered in Class 47 by the respondents, Messrs. James Crean & Son, Ltd., soap manufacturers, of Liverpool. Mr. Kerby, K.C., appeared for the applicants and Mr. Hunter Gray, K.C., for the respondents. The "Chemical Age" says there was a consultation between the parties in court and Mr. Kerby announced that they had come to arrangement which was provisional upon a joint application to register both the marks, respondent's being limited by excluding dye soaps, and applicants being limited to dye soaps only.

Manufacturers*Importers*

Paranitrophenol

BENNETT & DAVIS, Inc.

327 SO. LA SALLE ST.

CHICAGO, ILL.

EXPORT**PHENOL**

WHITE U.S.P.

ACETIC ACID

GLACIAL U.S.P.

*Prompt and Future***MURPHY & BREWSTER**

40 CEDAR STREET

NEW YORK

Telephone John 6397-8-9

ACIDSMuriatic Mixed
Sulphuric**CONTACT PROCESS CO.**

BUFFALO, N. Y.

*We offer***H Acid****Beta Naphthol****R Salt****Schaeffer's Salt**IMMEDIATE SHIPMENT
FROM NEW YORK**Montcalm
Chemical Works**

Indianapolis, Indiana

INNIS, SPEIDEN & CO., Inc.

Established 1819

Incorporated 1906

Industrial Chemicals

Import COMMISSION MERCHANTS Export

46 Cliff St., New York

Chicago Boston Philadelphia Cleveland

Cable address:—Innis, Newyork: Codes A.B.C., Lieber's,
Western Union, Private

Want Ads

EMPLOYEES FURNISHED. Stores sold—also furnished; All States. Positions. Doctors, Dentists, Veterinarians furnished. F. V. KNIEST, Omaha, Neb., Estab. 1904.

ABJEE & CO., of Cochin, Malabar Coast will supply all sorts of Malabar Produce such as Cocoonut Oil, Black Pepper, Ginger Lemongrass Oil, Turmeric, Coir Yarn, Fibre & Mata, Matting at lowest rates possible on a 2½% commission basis. Payment cash against the documents.

FOR SALE—Lehmann's Cocoa Roasters, Cracker & Fanners, 4 Stone Rollers (Granite), 3,000 lbs. Jacketed Mixer, Filterpress for Cocoabutter, Cocoashell Cleaning Equipment, 3 Gas Engines 225, 75 and 50 horsepower—all in A-1 operating condition. INDUSTRIAL ENGINEERING COMPANY, 210 Sip Avenue, Jersey City, N. J.

WELL FINANCED COMPANY HOLDING LONG TERM LEASE ON VALUABLE NATURAL DEPOSITS OF SODIUM SULPHATE WILLING TO ERECT PLANT FOR REFINING IF THEY CAN BE GUARANTEED STABLE MARKET AT FAIR PRICE FOR SIX HUNDRED TONS OR MORE MONTHLY COVERING A PERIOD OF TWO YEARS OR MORE.

Address Agents

Stewart-Elms-As sociates, Inc.
74 Natoma Street - San Francisco, Calif.

New

Black

Used

Galv.

RALPH L. CROSTHWAITE CO.

140 S. Dearborn St.
CHICAGO

17 Park Row
NEW YORK

Sulphate of Soda
Anhydrous

FREE from IRON
FREE from AMMONIA
STRICTLY NEUTRAL

The Kalbfleisch Corporation
31 Union Square, West
New York

Our Own Manufacture

H ACID

POWDERED
Spot and Contract

COLORS—Acid, Basic, Chrome

Butterworth-Judson Corporation

Quotations and Product Samples on request

ACIDS—INTERMEDIATES—COLORS

61 BROADWAY

NEW YORK

MAGNESIA CARBONATE

TECH. and U. S. P.

C. A. SENGER & CO.

12 W. KINZIE ST.

CHICAGO

Naphthalene Balls
Naphthalene Crystals

The Chatfield Manufacturing Co.
Cincinnati, Ohio, U. S. A.

DANA & COMPANY, Inc.

111 Broadway New York, N. Y.
EASTERN SELLING AGENTS

P & B
PFALTZ & BAUER, Inc.

300 PEARL STREET
NEW YORK CITY

Manganese Sulphate
Manganese Chloride
Manganese Oxide Hydrated
Red and Metal Arsenic

P & B

P & B

P & B

*A Contract is a Contract***Bush, Beach & Gent, Inc.**

80 Maiden Lane, N. Y.
Telephone John 4542
10 Union Court, Old Broad Street, London, E. C.

Holbrook Bldg.
San Francisco, Cal.

Cyanide of Sodium 120%
Anhydrous Aluminum Chloride

Established 27 Years

A. DAIGGER & COMPANY
Fine and Technical Chemicals

Carbon Tetrachloride
Denatured Alcohol

50 W. Kinzie St. Chicago, Ill., U.S.A.
Randolph 7387
Cable: Celeritas

THE YAKUGYO SHUHO

週 The Monthly English Edition of
"The Weekly Druggist" 藥

Sole and Influential Journal to Promote the Trade
of Chemicals, Drugs, Dyestuffs, Etc., Etc.

Subscription: Yen 1.50 per annum
Advertisement on application

THE YAKUGYO SHUHO SHA

12 Hommuracho, Azabu
Tokyo, Japan

W. F. GEORGE CHEMICALS, INC.

Industrial Chemicals

Yellow Prussiate of Soda
Nitrite of Soda

42 BROADWAY

Broad 5428

NEW YORK

JACQUES WOLF & COMPANY

Manufacturing Chemists
and Importers

MAIN OFFICE and WORKS, PASSAIC, N. J.

New York Office, 112 John Street

*All Specialties for the
Textile Trade***SOLUBLE OILS**

GUMS
For Textile Printing

MORDANTS and CHROME COLORS
For Fabric Printing**HYDROSULPHITES**

(For all purposes) Stripping, Discharge,
Printing, Vat Colors and Indigo Discharge

CHROME BLACK**ALIZARINE YELLOWS**

BOIL-OFF OIL
For Degumming Silk

BENSAPOL
For Scouring Wool

MONOPOLE OIL
Reg. Trade Mark No. 70991

Naphthalene Flakes

Bicarbonate of Potash U.S.P.

Carbonate of Potash

All Grades

Potash Alum Lump U.S.P.**Beta Naphthol****GEORGE F. TAYLOR CO., Inc.**

Established 1873

2 Rector Street

New York

Factories: Pavonia, N. J. Established 1851
Brooklyn, N. Y.

Stearate of Zinc

U. S. P.

Pure Rice Starch - No. 40 Carmine

MANUFACTURED BY

H. KOHNSTAMM & CO.

83-93 Park Place New York City

METHYLENE

(Pure Wood Alcohol)

Spot New York

MINER-EDGAR CO.

Telephone
Deekman 941-4

110 WILLIAM STREET
NEW YORK

Cables
Minorca, N. Y.

Warehouses
Brooklyn, N. Y.
Newark, N. J.

Rail and Water Facilities

Plants
Newark, N. J.
Monmouth Jct., N. J.

Reasons for Prosperity Optimism

The present outlook has much to inspire confidence in the industrial, political and financial conditions throughout the country.

The Farmers are harvesting the largest crops in the history of the country.

The Railroad Systems are on a sound financial and operating basis.

The Transportation congestion has been relieved.

The Banking System is on a sound and workable basis.

The Business Houses and Public have accumulated the surplus of five years of splendid prosperity for continued use.

The Markets of the world demand our products.

The United States Merchant Marine is ready to transport these products.

The Country has not been over-built or over-extended.

Contracts for the delivery of SODA ASH, CAUSTIC SODA, BICARBONATE OF SODA, LIQUID CHLORINE and BLEACHING POWDER over 1921 are now being closed by The Mathieson Alkali Works, Inc.

We face no reconstruction problems and readjustment of the prices of raw materials is practically complete. The country is in the soundest industrial and financial condition of any of the leading nations in the world.

MATHIESON ALKALI WORKS, Inc.

GENERAL OFFICES:

25 West 43rd Street, New York, N. Y.

DEAL DIRECT WITH THE MANUFACTURER

"NATIONAL DYES ARE NATIONAL ASSETS"



“NATIONAL” Dyes are National Assets

The line of dyes, **fully equal in quality and fastness** to corresponding pre-war types and now comprising a **wide line of dyes** made by the

National Aniline and Chemical Co., Inc.

has indisputably established this company's pre-eminence as the **leading manufacturer of coal-tar dyes in America.**

General Offices
21 Burling Slip **New York**

BRANCH OFFICES:

Alzron

New York

BRANCH OFFICES:

Akron
Boston
Chicago

Charlotte
Hartford
Montreal.
Toronto

Providence
Philadelphia
San Francisco

QUALITY

GUAIACOL LIQUID U.S.P. GUAIACOL CRYSTAL U.S.P.

PROMPT SHIPMENT

NEWPORT CHEMICAL WORKS, Inc.

120 BROADWAY

NEW YORK CITY

**COMMONWEALTH
CHEMICAL CORPORATION**
**Benzaldehyde Technical
96-97%**
Benzaldehyde Pure, 98%
Benzyl Alcohol, Pure
Benzyl Acetate, 97-98%
Coumarin Crystals, C.P.

Address all inquiries to Main Office
15 PARK ROW, NEW YORK, N. Y.

Works: Newark, N. Y. Canadian Office and Works: Walkerville, Ontario

We offer for prompt shipment—
Formaldehyde
Hexamethylenetetramine
Salicylic Acid
Sodium Salicylate
Methyl Salicylate
(Oil of Wintergreen—Synthetic)
Potassium Bromide
(Granular and Crystal)
Salol

All complying with highest purity standards

**Heyden Chemical Company
of America, Inc.**

General Offices, Research Laboratories and Works
GARFIELD, N. J.

New York Office:
135 William St.

Chicago Office:
180 N. Market St.



Oil Chaulmoogra

(AS IMPORTED)

MAGNUS, MABEE & REYNARD, Inc.
NEW YORK



